



2020 Impact Report

HF HEALTH FINANCE
INSTITUTE

"After over two decades in the NCD space, the arrival of the Health Finance Institute as a leader in making the economic case for investment in NCDs and structuring sustainable blended finance solutions is so timely and welcome. I am also grateful for their thought leadership and the way they are elevating NCDs on the global health agenda as we strive together to reduce the burden for people living with NCDs."



Johanna Ralston

Chief Executive Officer of the World Obesity Federation



"The Health Finance Institute is the solution the global health financing space needs. New investments in non-communicable disease treatments and programs must be attractive to new capital and generate the highest impact. HFI is uniquely positioned to bring together all the necessary sectors data-driven public-private partnerships to prevent and manage chronic diseases. As an entrepreneur and fund manager myself, I am proud to be on HFI's Technical Advisory Board and look forward to supporting their continued growth and success."

Michael Moradi

Healthcare Executive, Entrepreneur & Fund Manager,
WEF Young Global Leader

"Within Pakistan and beyond, NCDs continue to cause significant suffering and premature mortality. While we have proven interventions for preventing, monitoring, and managing chronic conditions, funding is still insufficient. I am excited to see data-driven and innovative financing options being developed and championed by the team at the Health Finance Institute."



Dr. Sania Nishtar

Special Assistant to Prime Minister on Poverty Alleviation and Social Safety

Our Mission

Building public-private finance partnerships and translating evidence to achieve global health and wellbeing.



Analyze

Translate highest impact interventions into return-positive investments.



Design

Use data and evidence, combined with financing expertise, to design innovative finance vehicles.



Catalyze

Forge blended finance investments through public-private partnerships to address the global health and chronic disease gap.



Scale

Increase investments in health and NCDs worldwide.



Message from the CEO

In 2020, the Health Finance Institute (HFI) was met with incredible challenges as were so many other global health organizations. We kicked off 2020 very strongly with a financing-focused event in Davos, Switzerland, followed by a panel presentation at the NCDAlliance Forum in Sharjah, where we also launched our BBC StoryWorks Video on the need for blended



finance solutions in global health. Soon after, we proudly opened our in-person office on K Street in Washington, D.C. Ready to start our country-based programming, COVID-19 had other plans for us. Mid-March saw us transition to a fully remote working environment, thereby delaying or canceling in-country work, travel, and partnerships. What was supposed to be HFI's leapfrog year in D.C. and globally instead presented immense challenges for global health at large, and for a small startup like ours. And while the world was gripped by an infectious disease challenge like no other in the 21st century, the crisis revealed once more the importance of evidence-based, functioning health systems, highlighting HFI's credo that there is no wealth without proper health. What's more, those suffering from chronic conditions continue to be more adversely affected by the COVID-19 pandemic, and COVID-19 itself can lead to the onset of chronic conditions, making HFI's work ever more urgent.

Hence, HFI's mission and *raison d'être* were affirmed once more by the growing global non-communicable disease (NCD) burden, and by the fact that commensurate attention and adequate financing are lacking.

Pandemic fallouts notwithstanding, I am incredibly proud that with our committed staff, partners, and eager interns, HFI internally rose to the challenge that 2020 presented. At the organizational level, HFI adapted its approach to establish an in-country ambassador program, in lieu of traveling to countries, and built up the foundations of our existing partnerships and networks. HFI forged new connections in Nigeria, South Africa, and India. We made the most of virtual events and conferences, presenting before high-level stakeholders with Roche at the World Economic Forum (WEF) Sustainable Development Goals (SDG) tent at Davos 2020, the Union for International Cancer Control (UICC), and the Organization for Economic Cooperation and Development (OECD), among many others. In-house, we developed groundbreaking tools to model the impacts of the NCD burden and prepare our current and future partners for implementing blended finance projects. As our success grew, so did our team – we added new staff members at every level of the organization to support our ambitious work.

We're incredibly excited to present some of the results of our hard work in 2020 in this report. We are also grateful for the time and expertise of our Executive and Technical Advisory Board members who have been pivotal to our establishment and evolution through the challenges of COVID-19. At the beginning of 2021, we stand in solidarity with all health workers globally who are tirelessly fighting the pandemic and hope to be able to contribute our part to minimize the inequitable health burden of NCDs and beyond globally.

Dr. Andrea Feigl
Founder and CEO

2020 in Review

Key Accomplishments

Epidemiological-Economic Model for NCDs

HFI's Health Economics team developed a first-of-its-kind model exploring the double-bottom line for investments in NCD prevention and care, expanding access to more people for the last mile of health. As a first step in the HFI NCD model development, HFI developed a dynamic module for diabetes and co-morbidities such as hypertension and cardiovascular disease. This model forecasts the movement of people with NCDs through the care continuum from screening to diagnosis to treatment and explores the burden of associated health outcomes. In addition, the HFI NCD model forecasts the costs associated with the burden of disease and interventions included in the care cascade, modeling the scalability and cost-effectiveness of interventions at every level of care. The model outcomes include return on investment in terms of lives saved, cases averted, and economic impacts, making the case more clearly than ever before for new blended finance investment in NCD care. In 2021, new modules that include key indicators related to market access, cost savings, and scalability will be added to capture the value creation in both the health and financial domain of specific NCD interventions.



2020 in Review

Key Accomplishments

Country Scoping Reports

HFI completed blended finance scoping reports in Nigeria, Cambodia, Tanzania, and Mexico as well as early research on Jordan. HFI's researchers analyzed key indicators to determine the respective country's favorability toward new blended finance projects in the NCD space, including, but not limited to, the burden of NCDs, the state of NCD care, and the climate surrounding public-private partnerships and outside investment. Key outcomes were country reports, a Cambodia report launch event, and the development of a range of blended finance advocacy tools, as detailed below.



Blended Finance Primers and Checklists

Blended finance shows great promise for application in the NCD space, but due to its new and innovative nature, many organizations are yet unaware of its benefits. To address this knowledge gap, HFI developed a set of educational primers on how blended finance works in the NCD space. These materials helped ready partners to participate in blended finance instruments and scale up their operations. In addition, HFI developed systematic checklists for determining a region's, a country's, or an organization's readiness for participation in a blended finance instrument.

CHECKLIST

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Building the Case for Blended Finance

HFI began developing a dynamic NCD model to assess the health and economic impacts of NCD interventions in low- and middle-income countries (LMICs). This model can be used to forecast the need for investment in NCDs to save lives and avert healthcare spending and understand where financial returns can be yielded for governments, the private sector, and impact investors along the NCD investment pipeline.

As discussed in the key accomplishment section, the first module has been developed for diabetes. The module is designed to forecast the investment needed to reduce the burden of diabetes in a defined population using a scale-up approach of available screening and treatment interventions. The module explores the health and economic impacts of different costs and coverage for these interventions at the last mile of health, depicted in **Figure 1**.

To complement and operationalize this module, the HFI team designed a user-friendly app to facilitate straightforward insights into the model's outputs and inform NCD investment decisions, including scalability of interventions at every level of care.

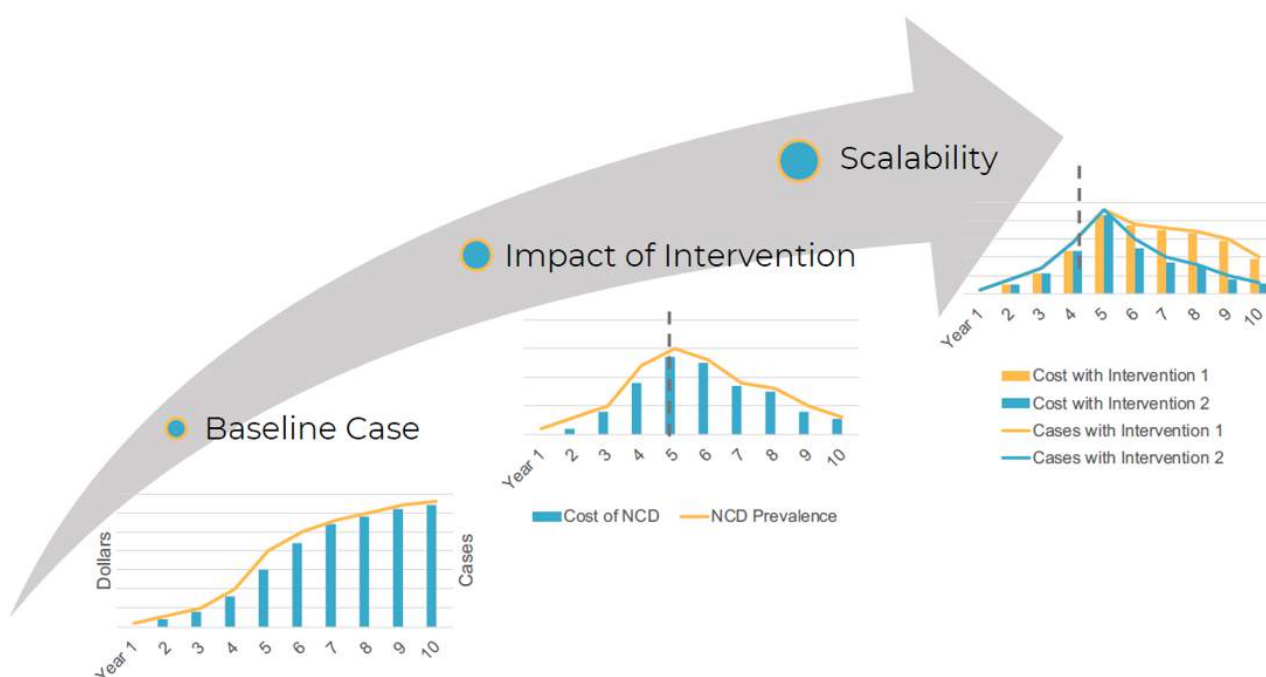


Figure 1: Use of HFI model for scaling-up NCD interventions

Partnerships & Publications

New Collaborations

FHI Partners

Together, Family Health International (FHI) Partners and HFI aim to increase access to hypertension and diabetes treatment in Nigeria. FHI Partners is a subsidiary of FHI 360 and creates solutions for Foundations and Corporations seeking to expand their social impact. Through collaborative efforts, HFI and FHI Partners will catalyze and scale blended finance models that fund the integration of diabetes and hypertension prevention and care into FHI's existing network of HIV and Primary Care programs in Nigeria.



Bergen Centre for Ethics and Priority Setting



HFI and the Bergen Centre for Ethics and Priority Setting (BCEPS) are working collaboratively to increase the implementation of interventions for the prevention and control of NCDs in LMICs. BCEPS is the secretariat of the Disease Control Priorities 4th edition (DCP4), which will provide a review of the most up-to-date evidence on cost-effective interventions to address the burden of disease in low-resource settings. BCEPS and HFI will collaborate on costing of NCD interventions, extended cost-effectiveness methodologies, and sharing of ideas around equity and financial protection for NCD care.

City Cancer Challenge Foundation

HFI and the City Cancer Challenge Foundation (C/CAN) are working collaboratively to build partnerships and structure innovative finance instruments to deliver local cancer solutions. C/CAN supports cities around the world as they work to improve access to cancer care. HFI and C/CAN hope to leverage each other's networks and expertise to increase access to high-quality, affordable cancer care.



Partnerships & Publications

New Collaborations

Access for Future Movement



Through this collaboration, HFI will help the Access for Future Movement create a finance model to scale up healthcare initiatives, ensuring more people in LMICs can access healthcare. Access for Future Movement, an initiative connecting global partners with local communities, helps solve healthcare challenges and increase access to care. Together, HFI and the Access for Future Movement will help create innovative solutions to supply half of the world's population with basic healthcare.

Savannah + IntelleHealth



HFI formed a multi-partner collaboration with Savannah Health and IntelleHealth to increase access to the chronic disease management platform, OptimalHealth based in Kenya. The OptimalHealth platform offers end-to-end linkage between screening and patient follow-up supported by technology, which is critical to success. Improving linkage to care and enrolling patients in longitudinal disease management improves patient retention and overall health and economic outcomes. Together, HFI, Savannah Health, and IntelleHealth have identified an opportunity for collaboration to increase linkage to care and management of chronic diseases in sub-Saharan Africa and globally.

A-ZMed

Together, HFI and A-ZMed have identified an opportunity for collaboration to increase access to safe chronic disease prevention, diagnosis, treatment, and management both in sub-Saharan Africa and globally. A-ZMed is a medicine information company based in South Africa that aims to improve medicine safety across LMICs through the supply of cost-effective, accessible digital solutions.



Partnerships & Publications

Memberships

Throughout 2020, HFI gained membership to several organizations, including the World Health Organization (WHO) Global Coordination Mechanism for the Prevention and Control of Noncommunicable Diseases (GCM/NCD) and the NCD Alliance network. Being a member of these groups allows us to engage with other passionate groups — including GAVI, WHO Collaboration Centers, and civil society groups — and exchange knowledge with other groups focused on combatting chronic diseases.

Events and Media

In early 2020, HFI produced a mini-film about HFI's mission and the need for blended finance solutions for NCDs, together with BBC StoryWorks and NCD Alliance's mini-film series Turn the Tide. The series highlights organizations focused on turning the tide on NCDs. HFI's video, Investing in Health, describes the health and economic impacts of the growing NCD burden, dispels myths around these diseases, and provides novel solutions to increase investments.

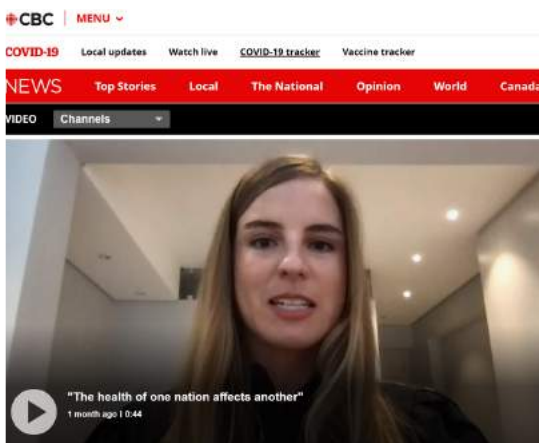
Throughout the year, the HFI team spoke at in-person and virtual events. Most notably, HFI's CEO Andrea Feigl spoke at the 2020 WEF in Davos, Switzerland, in the SDG Tent. Members of the HFI team were also featured as panelists for events hosted by groups such as the UICC, the OECD, and the Asia-Pacific Economic Cooperation. Additionally, HFI team members appeared on several news channels, including BBC, PBS, DW News, TRT News, and Indus News, to discuss global health and current events.



Partnerships & Publications

Lastly, in 2020 HFI launched a [Medium page](#) and published twelve blogs. Moreover, HFI collaborated with several global health and finance partners to publish our work to wider audiences: “We Need Better NCD Data for COVID-19 Response in LMICs,” in [ICTWorks](#), “Who Gets the Vaccine?” in [PLoS](#), and “The Double Burden of Respiratory NCDs and Air Pollution” in [BeingWell](#).

In response to the pandemic, HFI’s blogs focused on the connection between COVID-19 and NCDs and how to design an effective pandemic response. These blogs reached thousands of people; for example, nearly one and a half thousand people engaged in a blog discussing the relationship between [health and wealth](#) during the pandemic response and almost four and a half thousand people read the blog predicting the [effects of the 2020 United States election on the COVID-19 vaccine distribution](#). These analyses received even more engagement through Twitter where over 40 thousand people engaged with the tweet discussing the health and wealth connection blog.



Organizational Growth

Institutional Support

HFI received \$3.16M in funding from The Leona M. and Harry B. Helmsley Charitable Trust to help HFI mobilize financing and build partnerships to address the global burden of chronic disease. Helmsley's grant has allowed HFI to grow its capacity to close the financing gap for chronic diseases.



Team

HFI's team doubled in size during 2020. HFI hired talented and experienced new staff members including its first Chief of Staff, a new HR and Operations Manager, and a Business Development Advisor. HFI expanded its internship program and hired eight interns from the likes of London School of Economics, Columbia, and Johns Hopkins to further its work in innovative finance, health economics, health policy, and global health. HFI's team continues to grow, and the company welcomes inquiries from talented individuals passionate about closing the funding gap for NCDs via hr@healthfinanceinstitute.org.



HFI in the Field

Nigeria

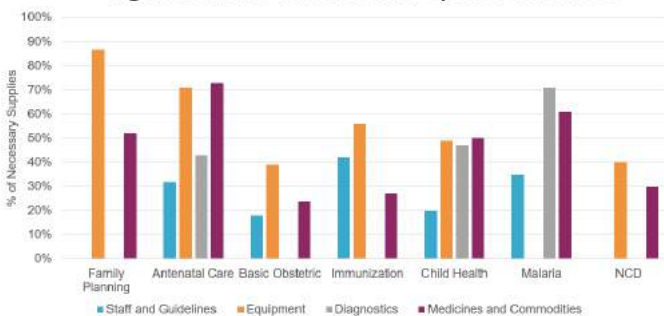
HFI's strong networks and Nigeria's readiness for blended finance enabled HFI to solidify a partnership with FHI Partners in Q1 2020. Engagement with FHI and other stakeholders led HFI to the conclusion that the proposed work of scaling up hypertension and diabetes screening for people living with HIV and the general population in Nigeria presented a real opportunity to launch a blended finance project in an LMIC.



In Q2 2020, HFI delivered a Blended Finance Readiness Report which assessed the current health financing climate in Nigeria, identified existing opportunities for cost savings and investments, and proposed an initial blended finance model and the data necessary for its development.

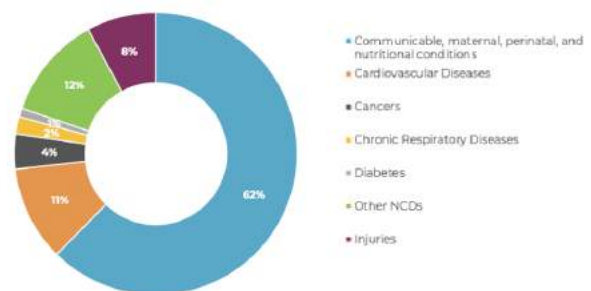
HFI undertook a costing assessment with FHI and progressed conversations to identify business opportunities and potential partners in the blended finance pipeline in Q3 2020. Although HFI made progress in this area, several challenges hindered the progression of establishing a blended finance mechanism for NCDs in partnership with FHI. Although the EndSARS movement delayed several partnership-building activities in Nigeria, HFI's local team has made progress since the tensions have abated. This includes advancing meetings with the leading private insurance providers and a fintech platform.

Figure 2: Health Center Service Specific Readiness



Source: World Bank Group, Health Finance System Assessment (2018)

Figure 3: Mortality in Nigeria, by Cause



Source: Nigeria WHO- Noncommunicable Diseases (NCD) Country Profiles (2018)

HFI in the Field

South Africa

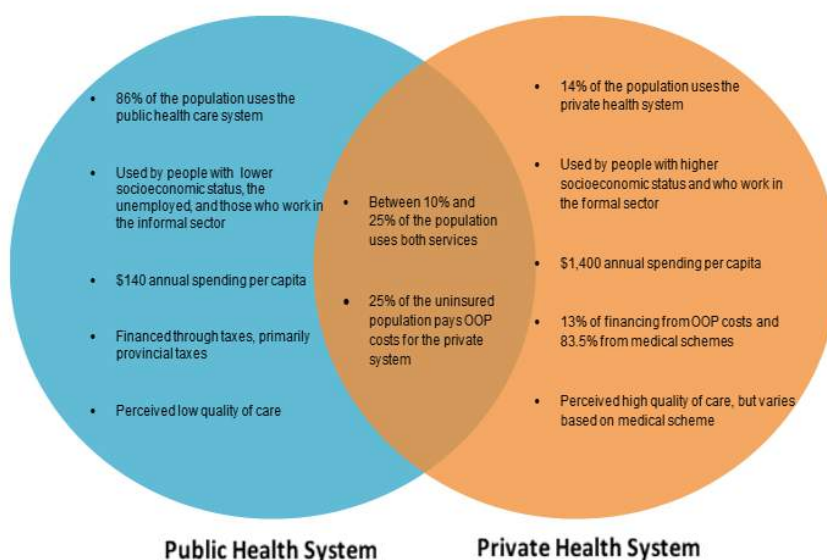
HFI began working to launch blended finance projects in South Africa due to the high priority placed on NCDs by the South African National Department of Health (NDOH) and HFI's strong ties in the private insurance and public health networks in South Africa.

As a means of orienting the organization's presence in South Africa, in Q3 2020 HFI partnered with A-ZMed, a medicine information company that has been working in African populations for over a



decade. A-ZMed has developed an app-based disease management platform to increase long-term medicine adherence, reduce medication errors, and improve health outcomes. In partnership with A-ZMed, HFI developed a proposal to scale-up access to the low-cost disease management platform for patients with NCDs in South Africa using a blended finance mechanism.

Figure 4: Healthcare System in South Africa



During Q4 2020, HFI also held several initial scoping conversations with key stakeholders in South Africa and is looking forward to building out this country presence.

Looking Forward

Impact Goals

At the start of 2021, HFI is well-positioned to meet its ambitious longer-term impact goals and continue to make a difference for the millions of people suffering from NCDs around the world. HFI's work in 2020 laid the groundwork for greater impact as the organization grew its partner networks, forged new connections on the ground, and developed its internal capacity to make the case for NCD investments and execute on high-impact interventions. In the near- and long-term future, HFI plans to build on that foundation with concrete impact goals.

By 2022, HFI aims to broker at least two chronic disease partnerships with a total value of over \$50 million, while bringing global attention to the NCD threat. Using these early successes as building blocks, by 2025, an increasingly large pipeline in successful investments of blended finance vehicles is intended to reach up to one billion dollars in sustainable financial mechanisms. But more than anything else, HFI's focus will remain on the most crucial goal: saving lives and improving well-being, allowing equal opportunity for all.

Year 1 - 2



Raise \$50M+ for chronic diseases



Broker 2+ global chronic disease investments



Form 5+ public-private partnerships



Design a tool to measure investment impact



Grow the chronic disease investment pipeline



Expand the global chronic disease financing dialogue

Year 3 - 5



Save 50,000+ lives



Raise \$1B+ for chronic diseases



Scale 2+ financing partnerships



Solidify HFI's global health and finance expertise



Raise novel capital investments for chronic diseases



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