

Medicine for the last mile



NPO **AfriMedico**

2018
Annual Report
April 2018 - March 2019



Thank you all who have supported us in FY2018! FY2019 is the fifth year since the launch of AfriMedico, a non-profit organization.

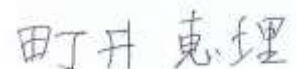
In FY2018, the number of Okigusuri boxes reached 206 households. Furthermore, we began conducting surveys on the medical environment in order to provide better Okigusuri, more suitable information and drugs for our users.

As AfriMedico CEO, my personal big change is my mind-set. In past years, I thought of myself as skill-less nor competent enough leader and that there might be a more qualified and appropriate person than I. Now, I am aware of the importance to be confident but also modest at the same time, because no one follows a leader without confidence. I believe that very small drops lead to a great river, then to the ocean. My members and I grow up together and focus on creating our future.

In FY2019, AfriMedico intends to get official certificate for non-profit organization under Japanese law. This certificate may allow us to get more funds. Our goal is to acquire more than hundred donors with 3,000-yen donation per year. Please give us more support to make a brighter future!

June, 2019

Eri Machii



Founder & CEO AfriMedico

Our Mission

AfriMedico links Africa to Japan,
delivering **health** and **smiles**
through medical services.

Our Activity

- Promotion of self-medication with Okigusuri (Use first, pay later) system
- Health care education for Okigusuri users
- Research on medical environment
- Promotion of health condition of African countries in Japan

By saving human life with Okigusuri or OTC (over the counter drugs), AfriMedico contributes UHC (Universal health Coverage) means that “all people and communities can use the promotive, preventive, curative, rehabilitative and palliative health services they need, of sufficient quality to be effective, while also ensuring that the use of these services does not expose the user to financial hardship” (WHO).



1. Okigusuri Business: Achieved 200 households!

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- ✓ We expanded our activity area to a new village named N'g Ombehela, located next to Mlegele.
- ✓ To optimize Okigusuri, we have focused on health care education using our unique tools i.e., cartoon stories and leaflets.

2. Management:

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- ✓ Six new student members joined AfriMedico.
- ✓ Geoffrey, Tanzanian manager, visited Japan for the first time and got to the origin of Okigusuri in Toyama.

3. Promotion in Japan:

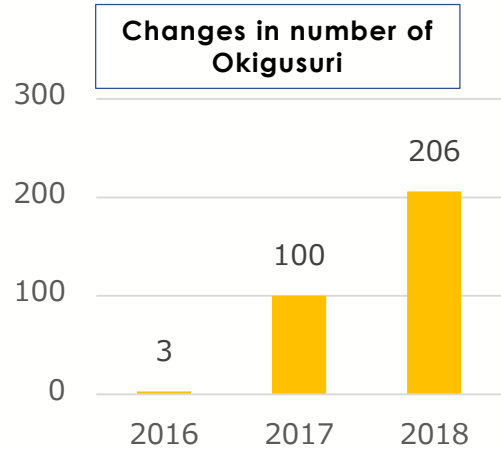
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- ✓ Salesforce World Tour Tokyo 2018: AfriMedico joined the biggest Salesforce event.
- ✓ Newsweek: our CEO Eri Machii is selected as one of "100 Japanese People The World Respects", a special issue of Newsweek Japan.
- ✓ NHK World - Japan: concept of Okigusuri and our activities are introduced in a world-wide TV program "Fresh Eyes on Japan: From Toyama to Tanzania: Oki-gusuri Medicine Peddlers Cross the World" in Swahili language.

AfriMedico Okigusuri Business: Achieved 200 households!

The number of Okigusuri boxes reached up to 206 households, an increase of 106 from last year. Our users appreciate the convenience of which the drug is available at home 24/7. Okigusuri has its original payment system "use first, pay later" which is also in their favor. Because many Okigusuri users are farming and their income is seasonal, "use first pay later" system is well adapted to them.



In 2018, in addition to Bwama, we expanded our activity area to N'g Ombehela which is approximately 25 minutes away by bicycle from Mlegele. There live 250 households in the village, however are no schools, no medical institutions nor pharmacies. So, Okigusuri is warmly welcome by many villagers.

User's voice

A woman who works at a cafeteria in Bwama says:

"I wake up at 6 am, go to the cafeteria at 8 am, and return home by 8 pm. When my child got a fever in the middle of the night, I managed the situation with OKIGUSURI. It is quite helpful that OKIGUSURI is always within my reach."



Hearing from new Okigusuri users

Health condition research of villagers

AfriMedico also conducts surveys on environments of the villages. Because drinking water is closely related to diseases such as infectious ones, it is very important to know about life and health condition of residents.

Photo left: Villagers share water in Bwama

Photo right: Living water (spring water) in Mlegele



Tanzanian members

Tanzanian members contributed greatly to the achievement of 200 households. In Tanzania, we have two powerful members; Geoffrey, who is in charge of management, and Gosby, who is responsible for operation (photo left). There are also other student members work for AfriMedico while they study in universities every day.

This year, the number of student members has increased. Since Gosby got his master degree and is no longer a student, he educates new student members, Okigusuri managers in the villages, and villagers, too.



Gosby (left) with Director Yamaguchi (right), on celebration of achieving 206 households, March 2019



Six new student members joined AfriMedico this year! It includes not only pharmaceutical students but also medical students as well.

One of them shared his intention; "I knew what AfriMedico does and I thought I would do something for it".

So far, students have learned from Gosby about the placement of medicines and education of villagers. Then, they start to visit villages alone without Gosby.

Due to the increase of members, we will promote and expand our activities more, focusing on the support of Okigusuri manager and educating villagers.

Medical environment of village

Tanzania's medical institutions include general hospitals, clinics, health centers and dispensaries.

Two doctors, two nurses and two nursing assistants work at the nearest dispensary from the village where AfriMedico is active. It takes about 20 minutes by bike from the village, or more time without a bike.



The nearest dispensary from Mlegele

Health Care Education for Villagers

Okigusuri is useful because it is placed at home and can be used whenever necessary, but it has a potential risk of misuse or side effects. Therefore, AfriMedico does not only place Okisuguri boxes, but also prepares educational tools, such as cartoon stories and leaflets, and explains the proper use of medicines to villagers. AfriMedico believes such constant education prevents misuse of drugs and promotes self-medication.

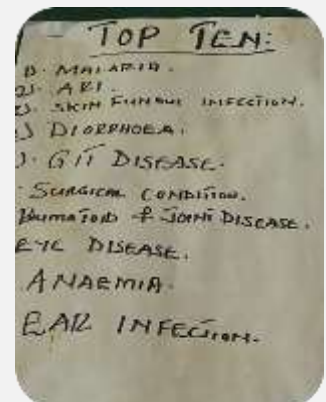


Column: Top 10 diseases in the village

The picture on the right was posted at the closest dispensary from Mlegele and shows a disease ranking. Malaria is the most familiar disease for villagers in Tanzania which is one of infectious diseases carried by mosquitoes.

The most frequently visited the dispensary were children under 5 years old among all age categories. The role of medical institutions has been clearly set; dispensaries are allowed to conduct a small surgery, while patients in critical condition, such as patients with traffic injuries, are sent to a larger hospital.

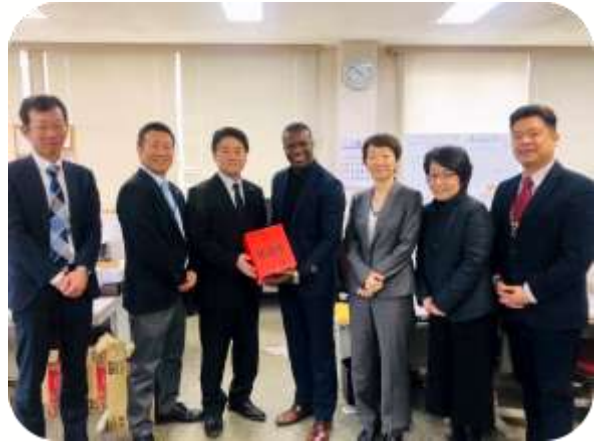
1. Malaria
2. Acute Respiratory Infections
3. Skin fungal infections
4. Diarrhea
5. Gastrointestinal Disease
6. Surgical Condition
7. Rheumatoid & Joint disease
8. Eye Disease
9. Anemia
10. Ear Infection



In December 2018, Geoffrey Yambayamba, a manager in Tanzania of AfriMedico, visited Japan for the first time. He has been one of the closest partners of AfriMedico from the beginning.

Visiting TOYAMA (Place of Origin of OKIGUSURI)

Geoffrey, our manager in Tanzania, visited the headquarters of KOKANDO Co., Ltd., who runs OKIGUSURI business all over Japan. He visited their clients with an OKIGUSURI salesperson, and said that he was very impressed by their sophisticated operation such as stock taking of OKIGUSURI at home, refilling medicines, and collecting money, while they talk to clients. KOKANDO also kindly provided a factory tour, so that Geoffrey could take a closer look at manufacturing in Japan. He also had a face to face meeting with KOKANDO people to discuss further collaborations between Tanzania and Japan.



Inventory control for users in Africa is one of our biggest challenges, because Africa is far from Japan, so we can't visit there often to check inventory.

Therefore, AfriMedico is working on making operations more efficient by implementing of our IT System named AMORE (AfriMedico's Okigusuri in Remote Environments).

First Phase (Feb 2018-)

Tanzanian members take photos of stock in Okigusuri boxes with smartphones.

Image data is synchronized automatically right away and is shared with staff in Japan.

Then we faced another issue;
Identifying drugs set overlapped each other identically is hard and it takes time and can sometimes be a burden because staff recognize which is which with their eyes.

Second Phase (Sep 2018-)

We developed system which drug names can be automatically recognized and registered from images with AI function (Einstein Vision by Salesforce.com). Therefore, we prepared a sheet of cloth which is indicated where to set drugs on it, so that we can improve the accuracy of image recognition.

In the future, we aim to manage a database of customers and inventory using those pictures.
Although there are still many problems to solve, AfriMedico continue to improve our Okigusuri Operation using ICT.



Salesforce World Tour Tokyo 2018

Director Aoki and Director Yamaguchi gave a presentation titled "Social Innovation in Africa with Okigusuri" at Salesforce World Tour Tokyo 2018, the biggest Salesforce event. We had the exhibition and thanks to all those who visited our booth.



Newsweek

Our CEO Eri Machii is selected as one of "100 Japanese People The World Respects", a special issue of Newsweek Japan published on 30th April, 2019.



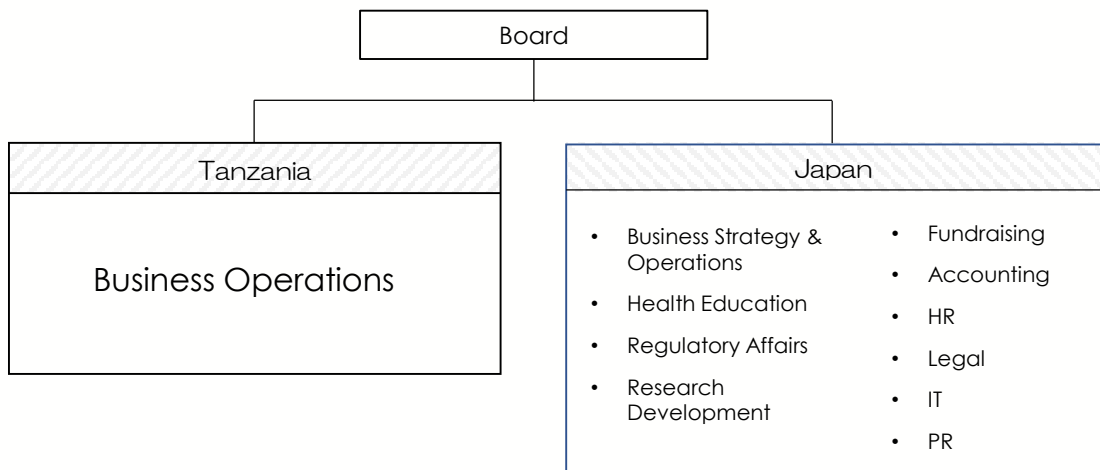
NHK World – Japan

Concept of Okigusuri and our activities are introduced in a world-wide TV program "Fresh Eyes on Japan: From Toyama to Tanzania: Oki-gusuri Medicine Peddlers Cross the World" in Swahili language.

<https://www3.nhk.or.jp/nhkworld/en/ondemand/video/2076007/>

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|---------------|---|
| Name | Specified Non-profit Corporation AfriMedico |
| Establishment | 31 st March 2015 |
| CEO | Eri Machii |
| Director | Motohiro Aoki |
| Director | Makiko Yamaguchi |
| Director | Megumi Hara |
| Auditor | Masahide Kamachi |

Organizational Chart





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