



**ANNUAL REPORT
2015**





FROM LN'S PRESIDENT

Dear Friends,

The founding team and I developed a vision of what LN could be after the initial years of market research and solution testing. With the introduction of the agile conversion franchise model, we saw the potential for scale and impact on a huge level. After two to three years of looking inwards within the local Burundi context, 2015 was the year we were ready to turn our eyes outwards and take the innovation to new underserved areas.

LN's launch of Uganda operations in 2015, as well as the preparation for a DRC pilot, were important steps for the organization as it transitioned from a local to a regional force for health impact and coordination. Our team met the challenge of this transition head on and, together with our partners on the ground, we have been blessed with a combination of ideas, practices, and people who are achieving transformative impact at the facility level across the network. Thank you for your part in building up this life-saving infrastructure in the places that need it most.

Sincerely,
Michael Spraggins



FROM LN'S EXECUTIVE DIRECTOR

Dear Friends,

One strong word comes to mind when I reflect on the year 2015: tenacity. A year full of political upheaval and challenges in Burundi, yet our team was tenacious – only having to slow activities in the summer and adapting in order to continue delivering services that help Burundian nurses save lives.

A year full of hope and promise as our tenacious team set up shop in our second country, Uganda, in the beginning of the year and made preparations for our third country, the Democratic Republic of Congo, at the end of the year. I am overjoyed at the impact those teams have had in transforming our partner health centers in East Africa to provide quality, sustainable care. And I am profoundly thankful for God's provision through you, our tenacious supporters, who have been generous and advocated for us in so many ways. May you increase and overflow with joy as you reflect on 2015 with me.

Sincerely,
Stefanie Weiland





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WE TRANSFORM AFRICAN HEALTH CENTERS
TO PROVIDE QUALITY, SUSTAINABLE HEALTHCARE.



MEASURING OUR GROWTH

Every year, more partners embrace the Lifenet way.



2012

1 African country

11 health centers

127,088 patient visits

5 team members



2015

3 African countries

70 health centers

846,648 patient visits

37 team members



THE LIFENET WAY IS BUSINESS-MINDED

Drawing on years of experience in the business sector, we provide logistics, financing, equipment and training services to partner health centers in East Africa. They finance their own operations, as well as medicine and equipment purchases. This enables us to quickly scale the LifeNet franchise and impact millions of patients.

"I have begun tracking patient debts and now we are able to follow-up our debts and receive the money thanks to LifeNet's training. Instead of giving you fish, it is better to show you how to fish. There is improvement since we started to work with LifeNet."

Manager at Ruhora Health Center



THE LIFENET WAY TAKES A MULTI-FACETED APPROACH

Every link in the healthcare delivery chain is addressed. This includes medical training, business/management training, delivery of pharmaceuticals, loans/financing and continual monitoring of impact and franchising.

"For sure, LifeNet has a good system. They come to us in the field and everyone in our clinic has access to the training. I learned many new practical skills from LN. My maternity skills are updated, like the first five minutes and the CPR lessons. The Ministry of Health invited one nurse from our clinic to a conference for training, but that person who went was not very confident sharing what he learned with our staff afterwards. With LN, the whole staff learns."

Prisca, Head Nurse at Kinindo Health Center



THE LIFENET WAY IS BUILT ON STRONG RELATIONSHIPS

This applies to all partners involved in our operations: churches, faith-based health centers, nurses, health center staff and our team. We practice the valued Burundian tradition of *guherekeza*. When friends leave your home, you walk with them until you are confident they will reach their destination safely. Our goals are ambitious, so our partners have to be motivated too. Trust and the mutual desire to improve healthcare are non-negotiables. As an extension of our mutual relationship with God, we work together with existing faith-based facilities to transform the way they do business.

"LifeNet, thank you so much for the credit of medications you have given us. This rescue has come at the real time as we were experiencing serious lack of medications in our clinic. This symbolizes a good partnership we have in working together with you. You have really made a difference between other NGOs we worked together. A true friend is manifested during hard times. Concerning the payment of the medication in a two-month period, we will try our best to pay even before time so that you may continue to bring other medications."

Senior Pastor Kigozi Mission
on behalf of Rutare Health Center



THE LIFENET WAY MEASURES AND ENGAGES

This approach makes our franchise model sustainable. We measure partner performance with quality score cards that cover three key areas: pharmacy operations, management and clinical practices. We also measure our training impact at each health center. Our hard-working team conducts monthly visits to each of our partner health centers.

“During the first visit to one of our partner facilities, over 50 mothers were waiting in line to have their babies immunized. The nurse responsible was overwhelmed and so busy. During our observation, we noted that she did not wash her hands between infants, did not properly clean the injection sites, and was using poor technique in handling the used needles. Recognizing that this was posing a significant risk to these babies, ranging from 3 to 12 months old, I asked if I could stop the nurse and offer to bring her a portable hand washing station and suitable cleaning materials for her injection preparations. After we spent a few minutes talking with each other, I suggested that she explain to the mothers waiting that while the extra steps of hand-washing and sterile technique would take more time, it would lead to safer care for their babies.”

Josh, LifeNet Country Director, Uganda



THE LIFENET WAY DELIVERS RESULTS

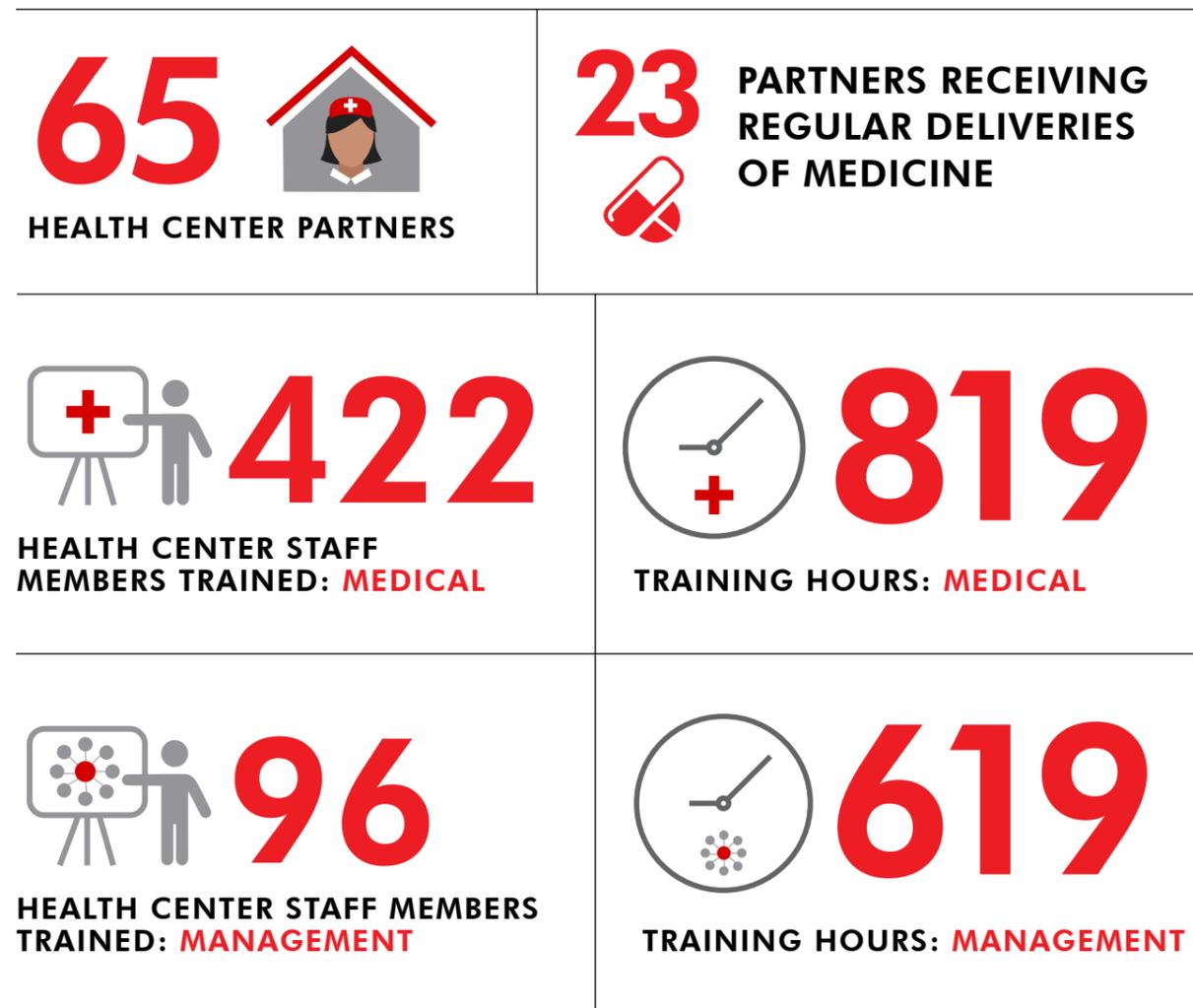
Within one year of launching our current model, we expanded our partner network from 11 initial partner health centers to 40 health centers and hospitals in 14 provinces in Burundi, together seeing over 600,000 patient visits a year. In the same year, our partner health centers achieved 72% improvement in their quality of care. To date, our first cohort of ten has shown improvement of 112% – all at an average cost of less than 1\$ per patient visit.

“We really appreciate the partnership with LifeNet, because we see results. In this third quarter during the Ministry of Health’s quality evaluation (PBF), CDS Bitare went from a score of 61% to 84%. It’s the first time the center received that high of a score. For CDS Birimba, they went from 84% to 91%. These two centers are among the top three in the health district.”

Head of the Anglican Diocese of Rumonge, Burundi

MEASURING OUR IMPACT

LN's innovative and unique approach achieves what more traditional methods of interventions do not: By focusing on long-term behavior change and emphasizing applied, on-site trainings, LN interventions are high impact, efficient and achieve tangible results within months of LN partnership.



893,156 PATIENT VISITS



IMPROVEMENT IN CARE: MATERNAL

32% → 56%
Treating post-partum hemorrhage

IMPROVEMENT IN CARE: NEONATAL

13% → 94%
Nurses follow guidelines for neonatal resuscitation

25% → 75%
Growth chart used for every child

43% → 92%
Nurses can explain newborn risk assessment

22% → 81%
Newborn's entire stay at health center is documented

IMPROVEMENT IN CARE: INFECTION PREVENTION

27% → 75%
Nurses regularly wash their hands

23% → 91%
Exposure testing protocol in place

27% → 93%
IV fluid bag labeled correctly and site labeled with date and nurse initials



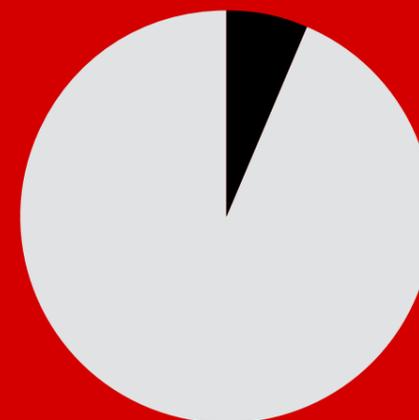
SOCIAL INNOVATION IN HEALTH INITIATIVE

We were chosen as one of 25 high impact healthcare delivery solutions for the 2015 Social Innovation in Health Initiative, in partnership with WHO. The Initiative identified passionate change-makers across Africa, Asia and Latin America who are successfully implementing solutions that improve the lives of millions of people affected by poor healthcare.

Visit www.socialinnovationinhealth.org for more information.

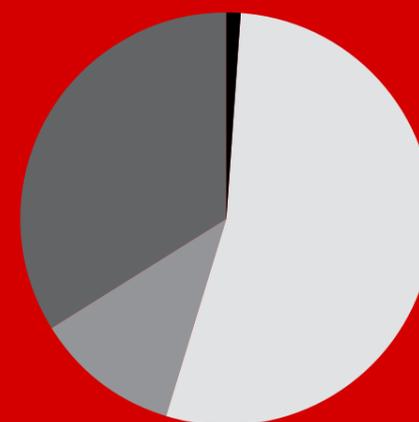


2015 FINANCIALS



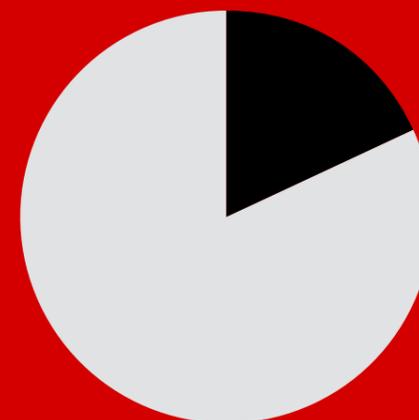
2015 TOTAL INCOME
\$1,420,922

■ Program Service Revenue
(medicine sales and equipment loans)
\$92,683



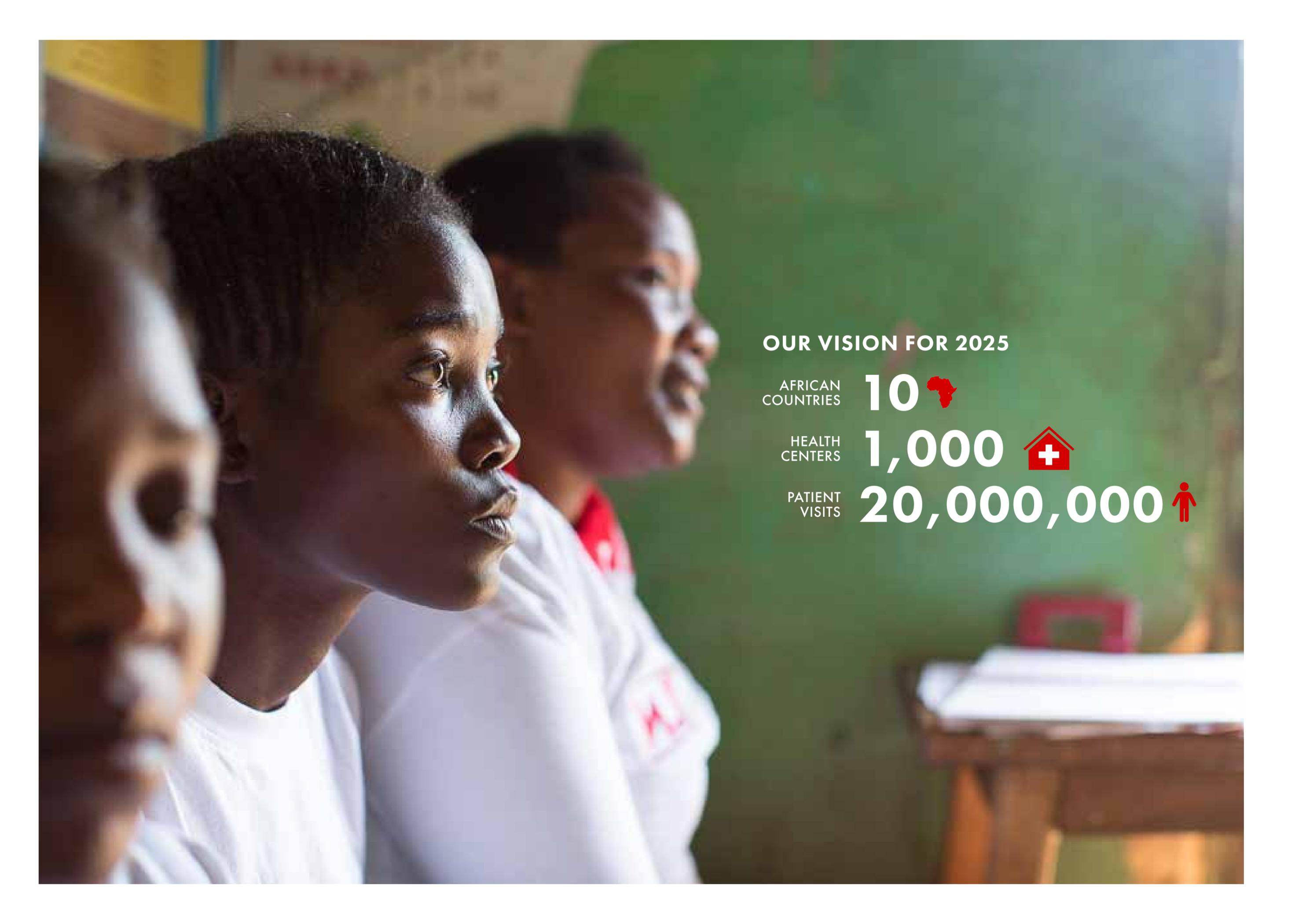
2015 TOTAL EXPENSES
\$1,058,696

■ Burundi \$567,590
■ Uganda \$119,421
■ DRC \$14,276
■ USA \$357,409 (of that, \$163,704 is in-kind services)



2015 EXPENSES

■ Programs 81.7%
■ Support 18.7%



OUR VISION FOR 2025

AFRICAN
COUNTRIES

10 

HEALTH
CENTERS

1,000 

PATIENT
VISITS

20,000,000 

Lifenet
way

THANK YOU
FOR EMBRACING
THE LIFENET WAY

