

Drones and the Future of Air Logistics

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VILLAGE
REACH[®]
X

20
YEARS of
TRANSFORMATION

20 Years of Health
Care, Delivered

Our Team of Experts

VillageReach has 165 professionals united by the vision of a world where each person has the health care needed to thrive. Our expertise enables us to develop a breadth of solutions:



Supply Chain and Logistics

We implement data-driven approaches for comprehensive supply chain improvement.



Health Workforce Development

We design practical approaches to address human resource gaps and strengthen health worker skills.



Digital Health Technology

We develop technologies that improve communications and access to health data.



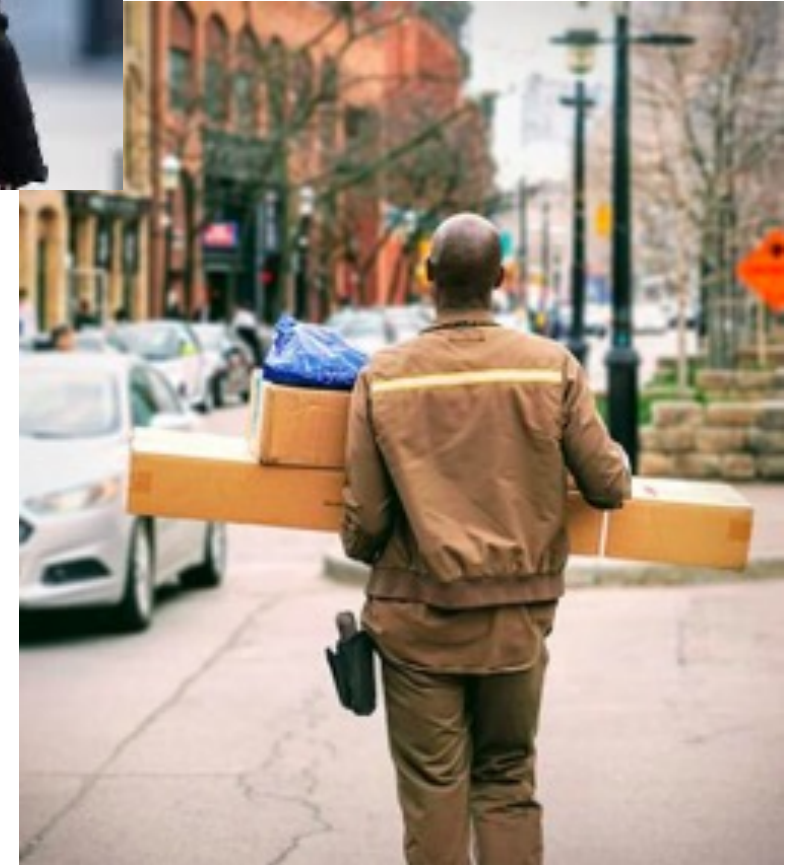
Data Analytics

We help governments and partners make sense of complex health data to drive decision-making and continuous improvement.

Entering Advanced Air Mobility Era



Hyper-Convenience is Impacting the Future of Logistics



Solutions to Final 50 feet of Urban Delivery



Valqari



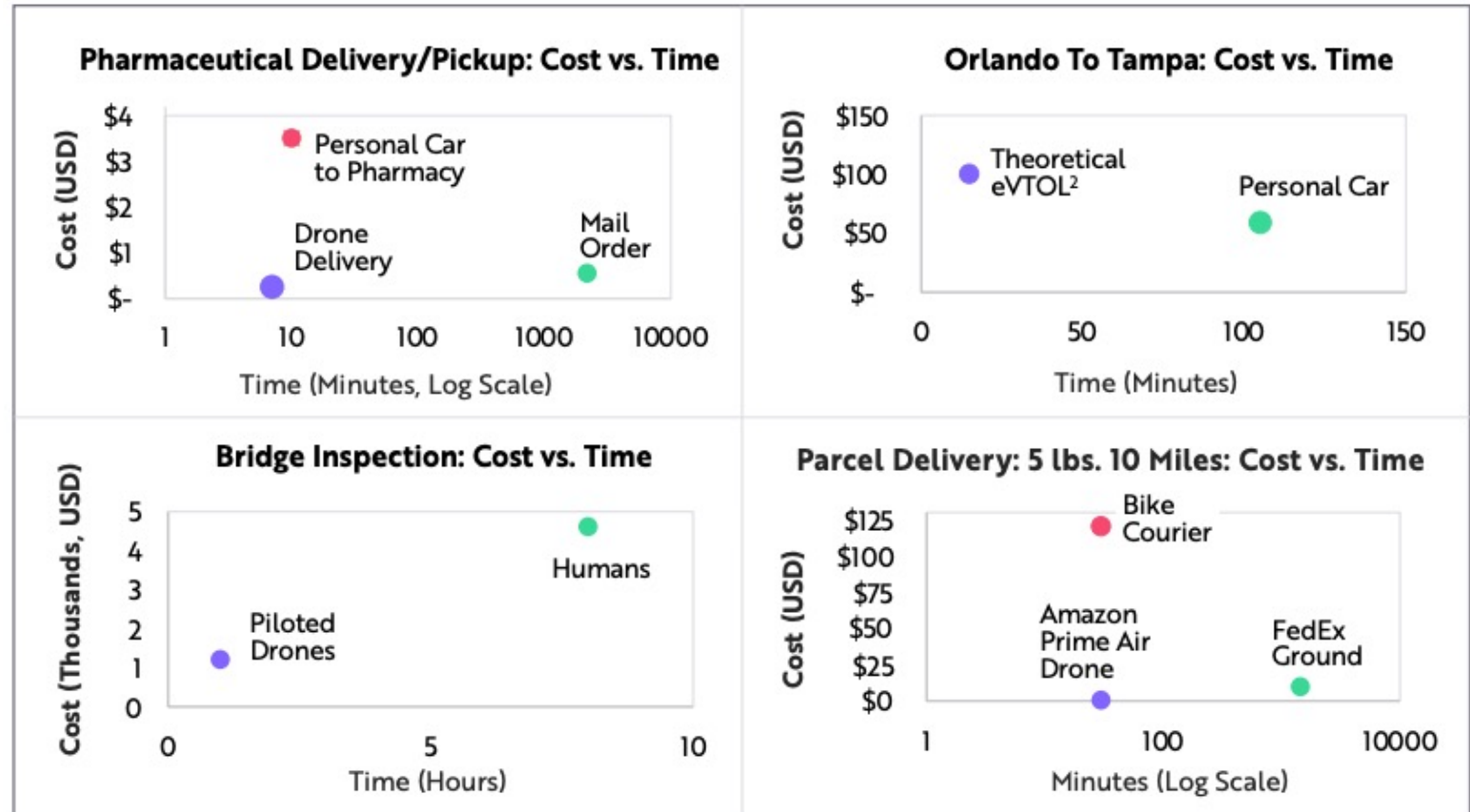
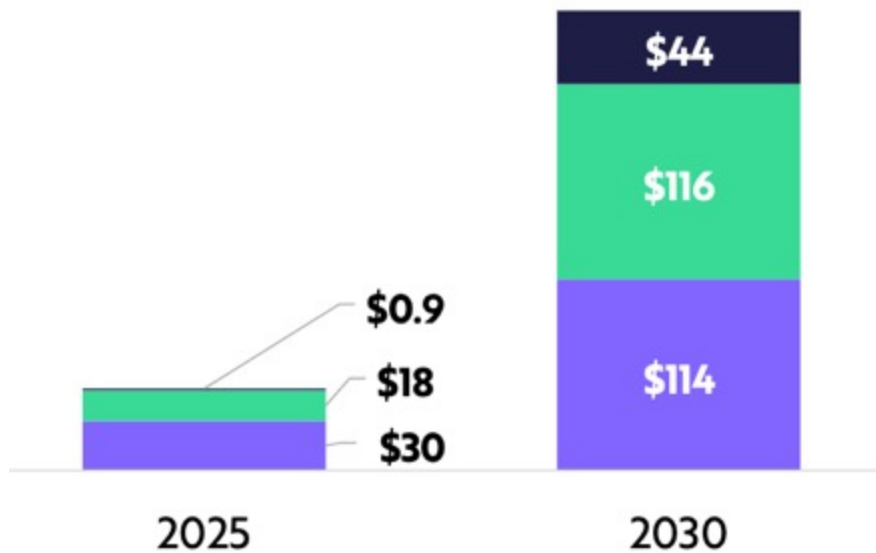
Drones Enable Cost Savings And Convenience

Drone Delivery Costs At Scale Relative to Competitor Costs Today

Delivery Revenue

(Billions, USD)

■ Parcel Drone ■ Food Drone ■ Air Taxi



Drone Deliveries in N. America limited to Rural or Small Deployment



Amazon



Google/Alphabet



UPS/Matternet



Drone delivery
Canada



Zipline/Novant



Volansi/Merck

Africa is Showing the Rest of the World the Value of Drones



- Bigger need – mission critical
- Government are open to innovations
- Regulation is conducive to drone
- Less busy airspace
- Less populated areas

Medical Drone Database – MD3 at updwg.org

Extreme Logistics in Sub-Sahara Africa

Poor Road Infrastructure



Limited Transportation Resource



Multi-modal of Transport

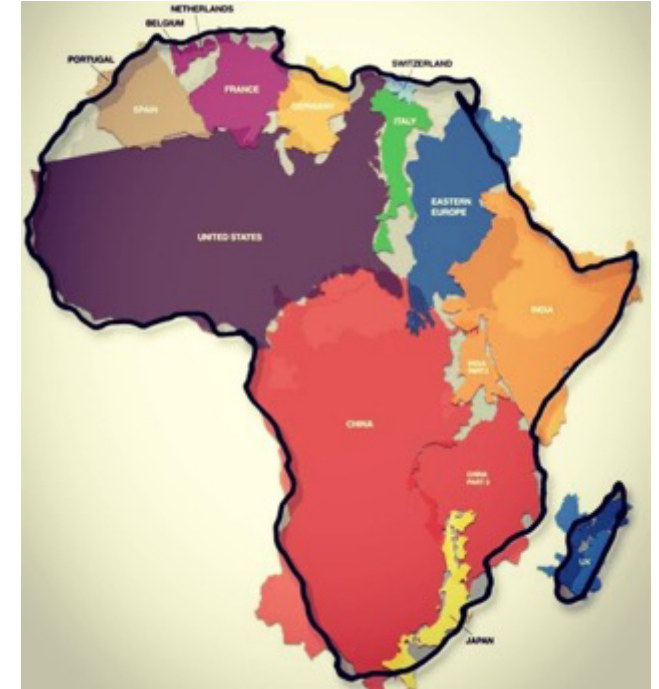


Extreme Logistics in Sub-Saharan Africa

Lack of Reliable Electricity and Connectivity



Remote and isolated



“Drones for Health” Programs

- Generate evidence on supply chain benefits and costs
- Accelerate the strategic integration of drones into health systems by coordinating the evidence generation globally



Global
Since 2016



Malawi
Since 2015



Mozambique
Since 2018



DR Congo
Since 2018



Dominican
Republic
2019

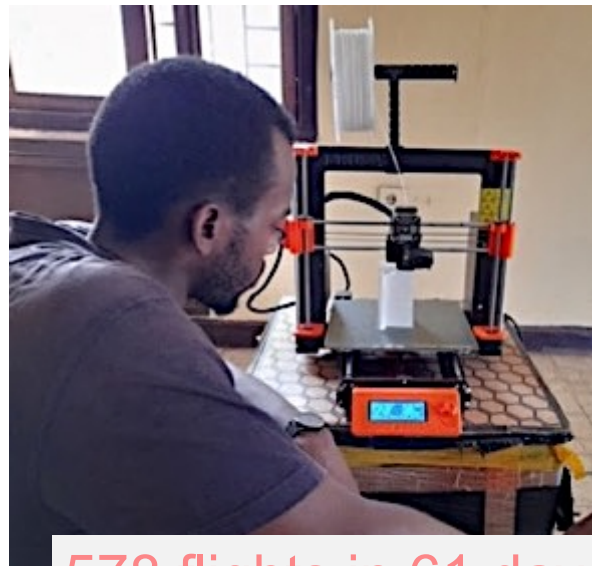
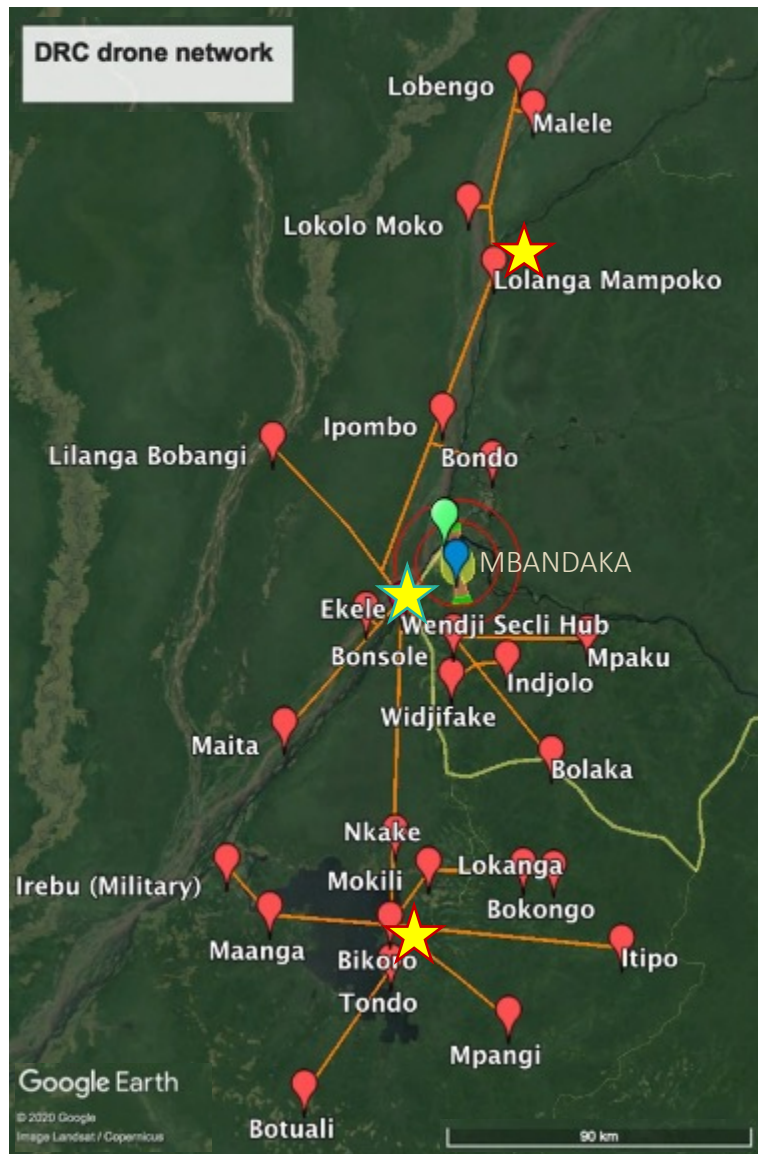


Central African
Republic
Since 2020

Equateur Province DRC

(video DRC)

We view challenges as opportunities for innovations



578 flights in 61 days

310+ product deliveries both ways

37,580 km flown

3 drones



6,818 children &
2,817 pregnant women

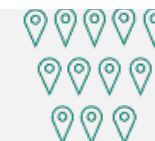
being immunized with vaccines delivered by drone



26 health facilities

supplied with health products

via **12** drone-landing sites (out of 25)



211 kg (1470 liters) delivered

vaccines, medicines, PPE + lab samples, reports



30,008 vaccine doses

10,820 diluents + 21,551 syringes + 2,582 adaptors



485 PPEs for COVID-19

38 lab samples + 16 test results
14 blisters + 16 vials of medicines
34 reports + 1 product order form



Existing Drone Network in South Malawi

Routine & emergency deliveries of health products in 2 districts



ACCOMPLISHMENTS: February 2020 - February 2021



18,350+ vaccine doses



25 health facilities



3,300 pairs of gloves &
1,290+ face masks



1,850+ flights



5200+ lab samples



70 health workers trained



7,250+ ARVs



5 local team members



60,000+ km



Photo: Swoop Aero

National Scale-up Vision: The Next 15 Months



+

VILLAGE REACH_®
Starting at the last mile

+



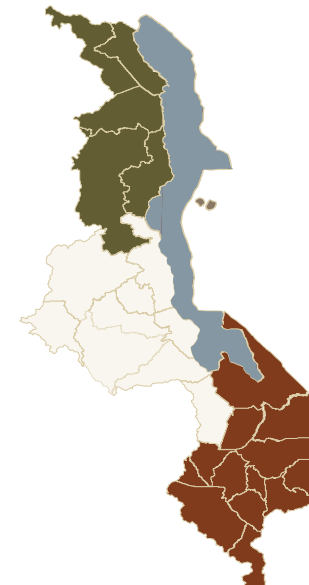
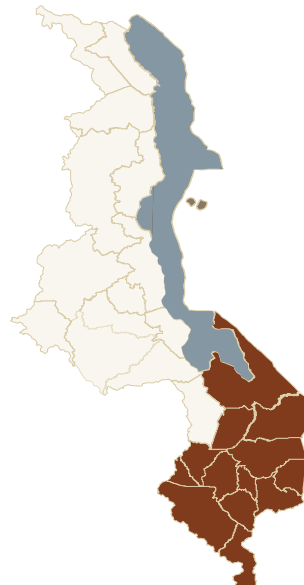
Swoop Aero [video Malawi](#)

By month 6

13 districts in South Malawi
75 health facilities

By month 12

7 districts in North Malawi
30 health facilities



Drones for Health campaign

Partnering with Focusing Philanthropy on a matching campaign to fundraise for medical drones in Malawi and Mozambique

Campaign kickoff - March 1st, 2021

Total fundraising goal - \$2 million

- Focusing Philanthropy will match gifts at 100%
- First commitment from Office Timeline

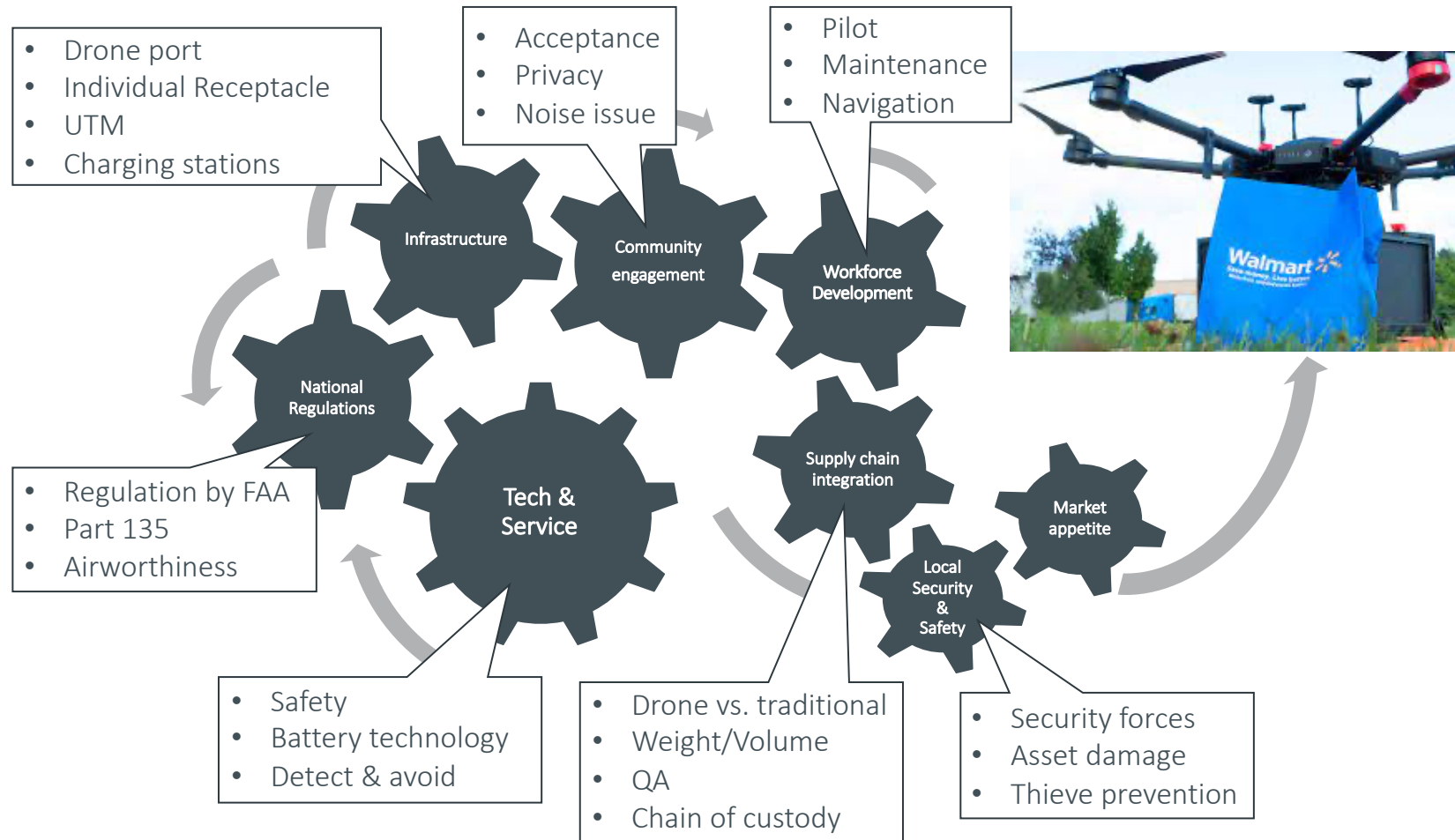
More info:

<https://www.focusingphilanthropy.org/drones-for-health-villagereach-campaign/>



Swoop Aero video Malawi:
<https://vimeo.com/401764954>

Complex Ecosystem to Reach Commercial-Scale Enterprise





Thank you!