



Expanding Access to Quality Healthcare for India's Urban Poor



100 million
Urban Poor with Limited Capacity to Pay



70%+
Private Healthcare Facilities



40,000+
Hospitals with <30 Beds in Tier II and Tier III cities



200 million+
Potential Annual Reach in Tier II and Tier III cities

CONTEXT

India's urban poor is the fastest growing population segment, but is chronically underserved and vulnerable when it comes to basic services, especially healthcare. It is estimated that an additional 300 million people will enter urban areas by 2050, with a limited capacity to pay.

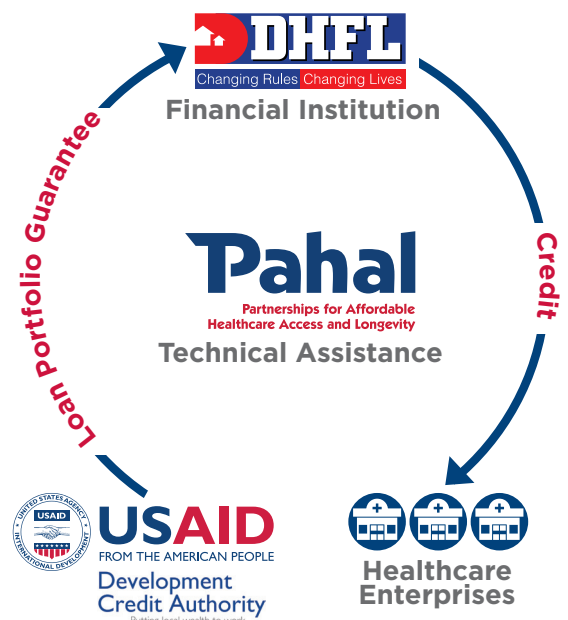
Healthcare in the urban context is fragmented and dominated by the private sector, with over 40,000 hospitals with fewer than 30 beds in Tier II and Tier III cities. These enterprises have the potential to reach over 200 million people annually and increase access to quality health services for the urban poor at affordable prices. However, to expand service offerings and reach, they need access to finance and community linkages.

PAHAL (Partnerships for Affordable Healthcare Access and Longevity) is USAID and IPE Global's flagship urban health initiative that seeks to connect, capacitate and catalyze social enterprises to improve health outcomes, with a particular focus on improving maternal and child health indicators.

A SHARED VALUE PARTNERSHIP

The **USAID-DHFL-PAHAL** partnership brings a unique convergence of competencies and capabilities to capacitate private healthcare providers with inclusive business models to expand health coverage, reduce risk and provide technical assistance to scale. It seeks to provide \$10 million in financing to over 100 social enterprises in Tier II and Tier III cities, and combine it with technical assistance and community linkages to improve health outcomes for the urban poor.

USAID seeks to end preventable maternal and child deaths among underserved communities. **USAID's Development Credit Authority (DCA)** mobilizes local private capital by establishing risk-sharing partnerships with private financial institutions. It provides credit guarantee to reduce risk and improve commercial viability of lending to underserved borrowers.



Dewan Housing Finance Corporation Limited (DHFL), one of India's leading financial institutions, provides financial solutions to customers primarily in the lower and middle-income segments, with a focus on Tier II and Tier III cities. It offers business loans to doctors & healthcare enterprises for purchase of medical equipment and expansion of facility infrastructure.

PAHAL provides innovative financing solutions and technical assistance to borrowers and lenders. Combined with USAID DCA's Loan Portfolio Guarantee and DHFL's lending capacity, it seeks to improve access to quality and affordable healthcare for India's underserved communities.

SUCCESS STORY

The Triman Hospital, located in Ghaziabad (a Tier II city in India), is a 15 bedded establishment that specializes in maternal and child health. It is part of the **Merrygold Health Network (MGHN)**, India's largest social franchising network that aims to improve MCH and family planning services through strong community linkages.

Dr. Monika Kesarwani, a **woman entrepreneur**, is the owner of the Triman Hospital. She worked as a gynaecologist at various hospitals for 15 years before deciding to take the plunge and set up a hospital of her own, catering to the bottom of the pyramid population.

The hospital has been financed by Dr. Kesarwani herself, who aspires to provide quality healthcare services at affordable prices. While there was a demand to expand service offerings at her facility, she was constrained by capital, collateral and the ability to borrow. For instance, the hospital lacked an ultrasound machine, which prevented her from detecting high risk cases in a timely and accurate manner.

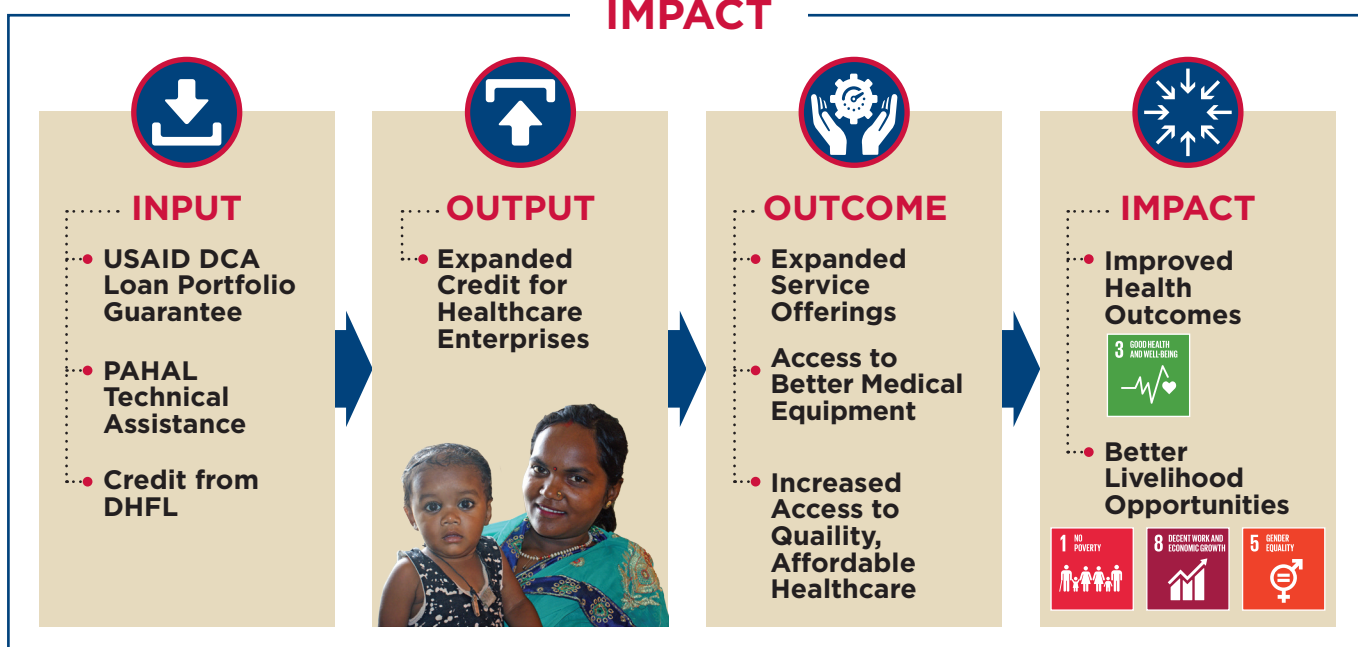
Dr. Kesarwani availed a loan through the **USAID-DHFL-PAHAL** partnership to purchase the ultrasound equipment and expand service offerings. She recalls, *"One night, a 35 week pregnant woman came to the hospital complaining of stomach pain. With the ultrasound machine, I detected a slow foetal heartbeat, immediately performed a caesarean and delivered a healthy child. The machine helped me get instant and accurate test results, avoid complications, thus saving the lives of the woman and her child. Being part of the MGHN network helped me access credit to purchase the ultrasound machine. I look forward to serving more such underserved through MGHN's strong community linkages."*



Like the Triman Hospital and Dr. Kesarwani, there are many such small scale hospitals and women entrepreneurs, with the capacity to cater to the underserved. With **catalytic technical assistance** and **access to credit**, these enterprises have the potential to increase access to quality, affordable healthcare to serve the urban poor/near poor population, leading to **improved health outcomes**.

Technical assistance from the PAHAL initiative, credit availability through USAID DCA and DHFL, and community centric support to the urban poor through MGHN, makes the partnership a unique and powerful value proposition to increase access to quality, affordable healthcare.

IMPACT



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