



Summa and Benba Enterprises Ltd.

Summary: A loan can expand the private-sector delivery of reproductive health services in an underserved area.

Background

In Uganda, as in many countries, there are significant disparities in the health of the population that fall along district and urban and rural lines. The uneven distribution of health care resources in Uganda contributes to the variation in health outcomes. There is a high concentration of trained medical personnel living in and around the capital of Kampala. Correspondingly, both the public and private health sectors are relatively well developed in this area. In other districts in Uganda, however, there are fewer trained medical personnel and more variation in the size and quality of public and private health care facilities. In 2002, the Summa Foundation conducted a survey of the health sector in Mbarara, a district in southwestern Uganda. Summa determined that although there is a large public-sector presence in Mbarara, which is the site of a regional referral and university hospital, the private sector is relatively undeveloped. There are currently no private hospitals in the district and only a limited number of private clinics.

Maternal and child health (MCH) outcomes in Mbarara are mixed. According to the *Uganda 2000/2001 Demographic and Health Survey (DHS)*, the fertility rate in Mbarara and the neighboring district of Ntungamo is 7.4 children per woman, compared to the national rate of 6.9

children per woman. Only 9.8 percent of married women in Mbarara and Ntungamo reported current use of a modern, voluntary family planning method, compared to the national average of 18.2 percent. A significantly higher number of women in Mbarara and Ntungamo, 32.6 percent, who had live births in the past five years had unattended deliveries, compared to the national average of 14.7. (Data are from the DHS.)

One of the few large, private health care providers in the Mbarara district is Benba Enterprises Ltd. Benba operates an outpatient clinic that sees approximately 1,500 patients per month, a 20-bed inpatient facility that sees 150 patients per month, and a diagnostic center. In addition to providing general health care, Benba has earned a reputation in the community for providing high-quality MCH care. The owner of Benba is an obstetrician and gynecologist and a district trainer for long-term clinical family planning methods. The Benba facilities provide care to patients from the town of Mbarara and surrounding rural areas and from as far as western Tanzania, Rwanda, and the Congo.

Recognizing the shortage of quality health services in southwestern Uganda and the limited role of the private sector, Benba approached the Summa Foundation for a loan to establish the first private hospital

in Mbarara, a 48-bed inpatient and outpatient facility to be called Mayanja Memorial Hospital. The new hospital will be a center for high-quality family planning services, reproductive health care, MCH care, HIV/AIDS screening, and general primary care services.

Objective

The objective of this loan is to expand family planning and other primary health care services delivered through the private sector in an underserved area, increasing access to quality health care for a population that has lower-than-average health outcomes.

Loan Structure

Summa provided a direct loan to Benba to construct and equip the new hospital and to refinance the existing mortgage. The owner of Benba invested significant personal assets and provided Summa with a lien on the property as evidence of his commitment to the venture.

Technical Assistance

While no formal technical assistance was provided, the Commercial Market Strategies (CMS) project in Uganda is

providing advice and assistance to Benba in establishing a referral relationship with private midwives and other private providers in the Mbarara district. CMS also will assist Benba in examining the feasibility of establishing a prepaid health plan.

Outcomes

Benba is scheduled to open Mayanja Memorial Hospital in December 2003. As a result of the loan, Summa expects that Benba will more than double its cases in the following areas: voluntary family planning, antenatal care, pelvic inflammatory disease care, HIV screening, and sexually transmitted infections. During the term of the loan, Summa expects that Benba will see more than 51,000 voluntary family planning clients. These clients will be able to choose from a broad range of modern methods, including oral contraceptives, injectables, condoms, intrauterine devices, Norplant, tubal ligations, and vasectomies. Benba also is projected to see more than 42,000 antenatal cases during the loan period. As a condition of the loan, Benba is planning to collaborate with the Mbarara Branch of the Uganda Private Midwives Association to create a referral link between midwives and the new hospital to improve safe motherhood outcomes.

More Information

For more information or to download a copy of this *Investment Brief*, please visit the Summa Foundation website at www.summafund.com.



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The Summa Foundation, a not-for-profit investment fund, provides financing and technical assistance to the private and commercial health sectors in developing countries. Summa's goal is to stimulate and expand the role of the private sector in the delivery of affordable health services and products. Summa considers proposals for a broad range of health projects, but focuses primarily on maternal and child health, including reproductive health and family planning.



Summa currently operates under the United States Agency for International Development's Commercial Market Strategies (CMS) project. Implemented by Deloitte Touche Tohmatsu (Contract No. HRN-C-00-98-00039-00) and subcontractors (Abt Associates, Inc. and Population Services International), CMS works throughout the developing world to expand the role of the private sector in the delivery of quality reproductive health care.



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