

funding to subsidize fixed costs as it scales up over the next three years. Sanku expects to meet this goal, but it is dependent on PHC/Sanku remaining a GiveWell standout charity.

By 2024, Sanku plans to generate enough revenue from bag sales to fund both operational expenses and capital expenditure (which includes the cost of vehicles and dosifiers).

Room for more funding

The dosifier manufacturer, premix manufacturer, and millers are all enthusiastic towards the prospect of Sanku expanding its capacity. For the first time in 18 years, PHC/Sanku is constrained only by funding. Additional funding will accelerate growth and enable Sanku to purchase more dosifiers, which represent one of its highest costs at approximately \$1,650 each (\$2,300 including delivery and cellular upgrade costs).

Sanku believes it could productively use a maximum of \$2.8 million over the next year, installing approximately 750 dosifiers and reaching five million people. \$5 million over the next two years would enable Sanku to install an additional 1,000 dosifiers and reach over 12 million people.

All GiveWell conversations are available at <http://www.givewell.org/conversations>