

1 **Table A1. VMMC total unit costs by VMMC site characteristics**

2

VMMC site characteristics				Demand creation arms			
Location (Rural/urban)	Type of facility	Ownership	Scale (number of clients circumcised)	Standard mobilisation	HIVST	HCD	HCD+ HIVST
Rural	Clinic	Public	Low	\$288	\$156	\$234	\$141
Rural	Clinic	Private (church)	Low	\$246	\$134	\$200	\$124
Rural	Hospital	Public	Low	\$228	\$125	\$185	\$117
Rural	Hospital	Private (church)	Low	\$193	\$107	\$156	\$103
Rural	Clinic	Public	High	\$165	\$ 92	\$133	\$ 91
Rural	Hospital	Public	High	\$156	\$ 87	\$126	\$ 88
Rural	Hospital	Private (church)	High	\$153	\$ 86	\$124	\$ 87

3

4 **Table A2 Useful life assumptions**

5

6

Assumption/Decision	Value
Discount rate	3%
Exchange rate	\$1
HIVST price	\$2.35
Development costs (SOC & HCD)	5
Life of start-up costs	5
Training economic life	4
Building economic life	35
Vehicle economic life	10
Furniture/equipment economic life	5

Table A3: Cost allocation factors across the interventions by cost input type

Cost input type	Allocation factors to demand creation n
Demand Creation Start-up Costs	
Washington DC start-up costs	% of IPC's trained per arm
Annual local program start-up costs (<i>prior to May 2018</i>)	% of IPC's trained per arm
Demand Creation Capital Costs	
HCD-informed development costs	% active IPC's per month in HCD arms
SOC development costs	% active IPC's per month in SOC arms
Initial RCT IPC training costs: <i>All arms</i>	% of IPC's trained per arm across arms
Equipment costs: <i>Country HQ, regional & district staff & IPC tablets</i>	% active IPC's per month across arms
Demand Creation Recurrent Costs	
Personnel costs: <i>Country HQ, regional & district staff</i>	% active IPC's per month across arms
Vehicle operation & maintenance costs: <i>Car hire, fuel, tubes, tires</i>	% of client's reached per month across arms

Communication & Education	
HIV self-test kits	% of client's reached per month across all
Promotional & other supplies	% distribution in HIVST arms
Programme related	% IEC material allocated across arms
- training	% active IPC's per month across arms
- meetings	
Other recurrent	
- <i>Stationary</i>	% of client's reached per month across all
- <i>sim-cards & airtime</i>	
Research costs (<i>M&E</i>)	% active IPC's per month across arms