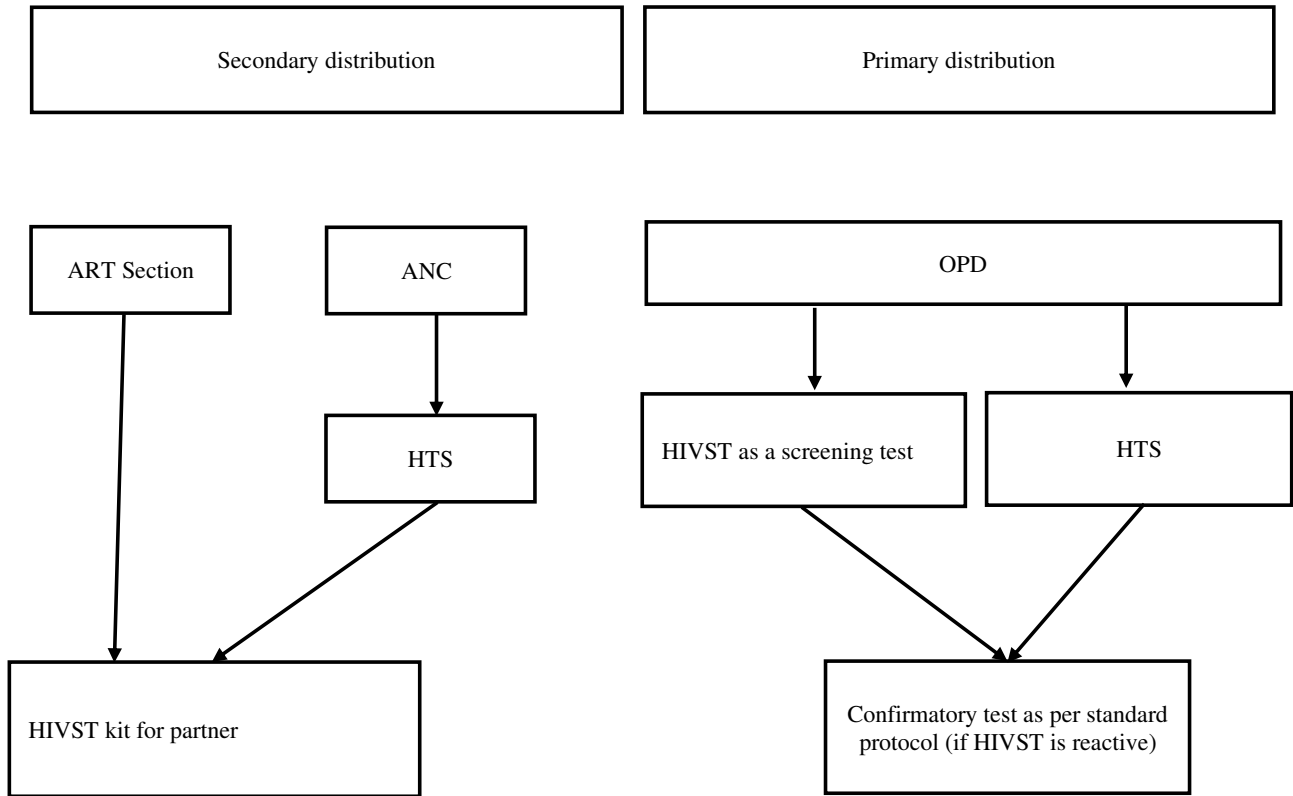
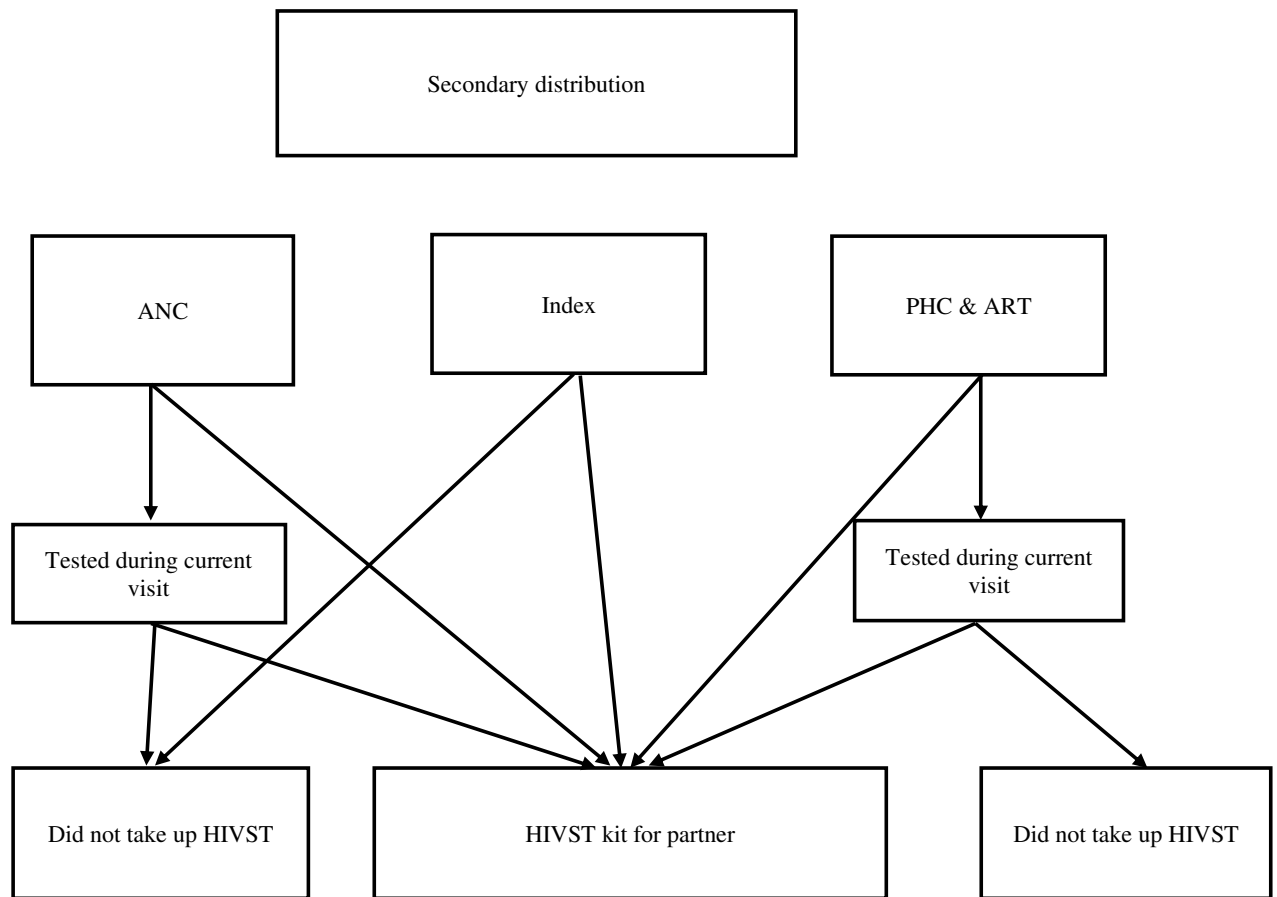
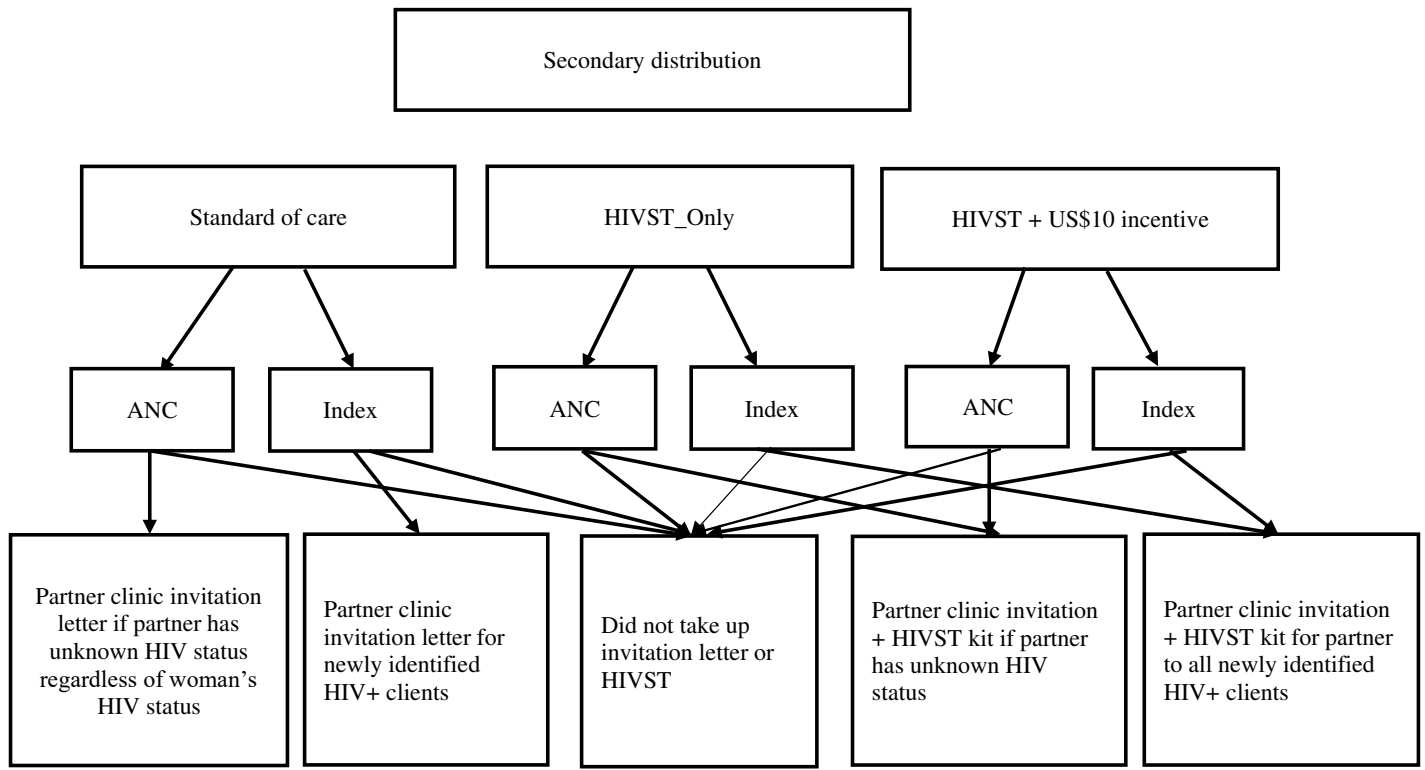


Figures A1-A4: Distribution pathways by country**Figure A1: Zambia distribution approach****Key**

ANC: Antenatal care
ART: Antiretroviral therapy
HIVST: HIV self-testing
HTS: HIV testing services
OPD: Outpatient department

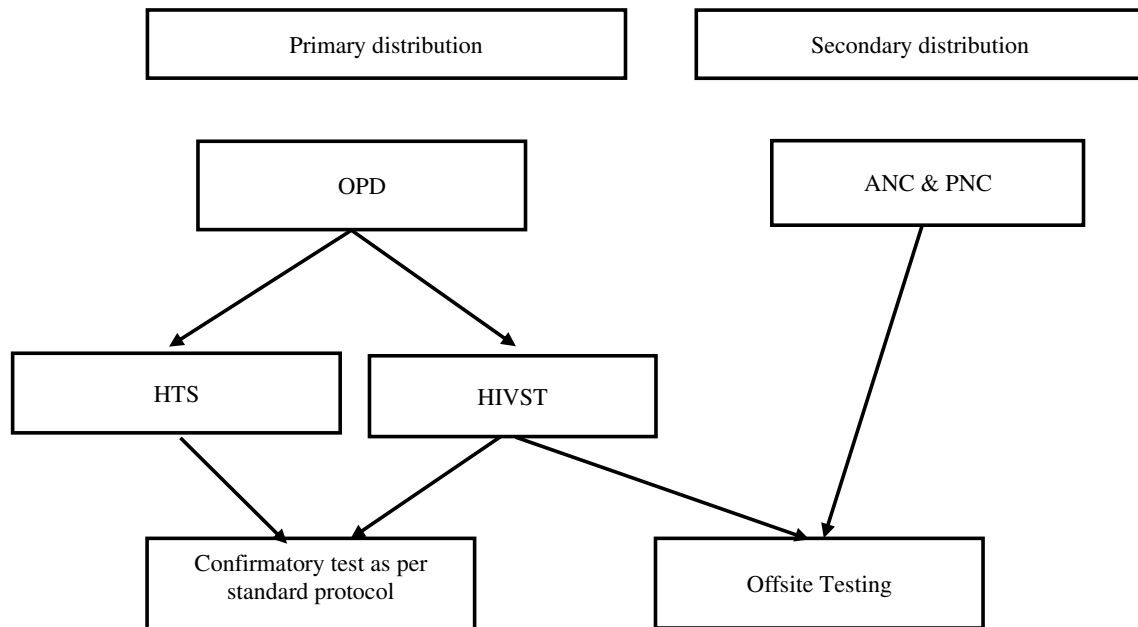
Figure A2: South Africa distribution approach**Key**

ANC: Antenatal care
ART: Antiretroviral therapy
HIVST: HIV self-testing
PHC: Primary health care

Figure A3: Malawi distribution approach**Key**

ANC: Antenatal care

HIVST: HIV self-testing

Figure A4: Zimbabwe distribution approach**Key**

ANC: Antenatal care

HIVST: HIV self-testing

HTS: HIV testing services

OPD: Outpatient department

PNC: Prenatal care

Table A1: Allocation Factors by Country*

Cost Item	Allocation factor/Annualization assumption by country			
	Malawi	South Africa	Zambia	Zimbabwe
Training	Proportion of distributors trained & direct expenditure/2 years lifespan; 3% discount rate	Direct expenditure/2 years lifespan; 3% discount rate	Staff proportion/2 years lifespan; 3% discount rate	Proportion of distributors trained & direct expenditure/ 2 years lifespan; 3% discount rate
Sensitization	Direct expenditure/2 years lifespan; 3% discount rate	Direct expenditure/2 years lifespan; 3% discount rate	Client numbers/ 2 years lifespan; 3% discount rate	Direct expenditure/2 years lifespan; 3% discount rate
Other start-Up costs	N/A	Direct expenditure/2 years lifespan; 3% discount rate	N/A	N/A
Building & storage	Direct expenditure/2 years lifespan; 3% discount rate	Direct expenditure/2 years lifespan; 3% discount rate	Space proportion/2 years lifespan; 3% discount rate	Proportion of kits distributed/2 years lifespan; 3% discount rate
Equipment	Direct expenditure/2 years lifespan; 3% discount rate	Direct expenditure/ 2 years lifespan; 3% discount rate	Space proportion/2 years lifespan; 3% discount rate	Proportion of kits distributed/2 years lifespan; 3% discount rate
Vehicle capital costs	Vehicle mileage	Vehicle mileage	Vehicle mileage	Vehicle mileage
Personnel & per diems	Direct expenditure & Staff proportion	Direct expenditure & Staff proportion	Staff proportion	Staff time
Supplies	Proportion of kits distributed	Proportion of kits distributed	Space proportion for cleaning supplies, staff proportion for stationery & client numbers for medical supplies	Proportion of kits distributed
Test kits	Kits distributed	Kits distributed	Kits distributed	Kits distributed
Vehicle operation	Vehicle mileage	Vehicle mileage & Direct expenditure	Vehicle mileage	Vehicle mileage
Building operation	Direct expenditure	Direct expenditure	Space proportion	Space proportion
Recurrent training	N/A	N/A	Staff proportion	N/A
Other recurrent costs	Proportion of kits distributed	Direct expenditure	Staff proportion	N/A
Waste management	N/A	N/A	Client numbers	N/A

*All costs were incremental to existing testing services

Table A2: Sensitivity Analysis

Variable	Variation
Discount rate	0%
	3% (base)
	15%
Project life years	1 year
	2 years (base)
	3 years
HIVST kit price	Half the kit price
	Observed kit price (base)
	Double kit price
Kit volume	Half the number of kits distributed
	Observed number of kits distributed (base)
	Double the number of kits distributed
Time spent on HIVST by health workers	Half the amount of time health care workers spent on HIV self-testing
	The observed amount of time health care workers spent on HIV self-testing/Reported proportion amount of time spent on HIV self-testing (base)
	Double the amount of time health care workers spent on HIV self-testing
Best case	0% discount rate, 3 years lifespan and half the amount of time health care workers spent on HIV self-testing
Worst case	15% discount rate, 1 year lifespan and double HIVST staff time