



mothers2mothers  
QUARTERLY IMPACT REPORT

1 April - 30 June 2019

August 2019

# The Big Picture (as of 30 June 2019)

## 11,095,040

Index Clients\* reached with direct services since 2002



Number of Mentor Mothers currently employed by m2m

## 1,768



Number of Mentor Mothers employed since 2002

## 10,709



## Three Key Takeaways From This Quarter

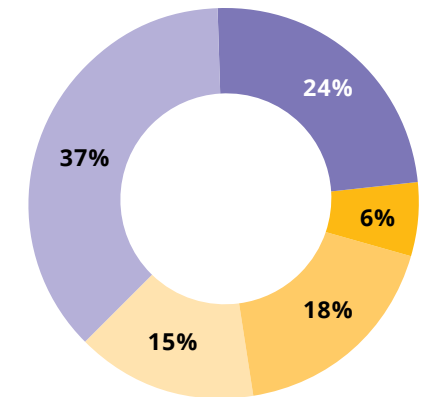
**On track for ambitious annual reach targets.** At the year's half-way point, we have reached 41% of target new client enrollments. Data has also been delayed this quarter from a large-scale project in Malawi, meaning this progress is understated. With further scale-up planned in the second half of the year, we are confident we will meet our annual targets.

**Increased investment in m2m.** With new major awards secured this quarter, our proven model continues to attract donor support.

**Continued scale up and training in key countries.** Malawi, Mozambique, South Africa, and Uganda have all seen significant training and scale-up initiatives this quarter. This has not been without operational challenges, but is already yielding results.

Number of New Clients Reached (Direct Service Delivery) Q2 2019**	Q1	Q2	2019	
	Actuals	Actuals***	Annual Target	% Target Reached (cumulative)
<b>Children (ages 0-2)</b>	31,882	34,698	144,238	46%
<b>Children (ages 3-9)</b>	17,072	8,056	57,954	43%
<b>Adolescents (ages 10-19)</b>	41,731	24,999	123,289	54%
<b>Young Adults (ages 20-24)</b>	36,461	22,020	157,441	37%
<b>Adults (ages 25+)</b>	102,151	51,804	416,557	37%
<b>TOTAL</b>	<b>229,297</b>	<b>141,577</b>	<b>899,479</b>	<b>41%</b>

### New Clients Enrolled by Age (Q2 2019)



- Young Adults (20-24)
- Children (3-9)
- Adults (25+)
- Adolescents (10-19)
- Children (0-2)

Our Reach in Quarter 2: A Closer Look	Our Reach this quarter***	Annual Target	% Target Reached (cumulative)
<b>Adolescents and Adults (disaggregated by HIV status)</b>			
HIV-positive (ages 10+)	29,457	296,167	19%
HIV-negative (ages 10+)	46,214	331,313	51%
Unknown Status at enrolment (ages 10+)	23,152	70,758	77%
<b>Subset of total: Clients 10+ reached by HIV status</b>	<b>98,823</b>	<b>698,238</b>	<b>42%</b>
<b>Children Ages 9 and Under (disaggregated by HIV exposure/status)</b>			
HIV-exposed children (ages 0-2)	19,193	53,713	65%
HIV-unexposed children (ages 0-2)	14,647	71,387	39%
Children of Unknown Exposure at enrolment (ages 0-2)	374	6,022	24%
HIV-positive children (0-9)	1,083	1,074	177%
HIV-negative children (0-9)	3,310	31,955	40%
Children of Unknown Status at enrolment or status not documented (ages 0-9)	4,147	37,091	34%
<b>Subset of total: Children 0-9 reached by HIV exposure and HIV status</b>	<b>42,754</b>	<b>201,241</b>	<b>49%</b>

\* Index clients: HIV-positive and HIV-negative pregnant women, new mothers, as well as HIV-exposed and unexposed children under 2 years old. Reached = received one or more m2m service including PMTCT, RMNCH, ECD, and Adolescent Health

\*\* Preliminary results, subject to further data audits.

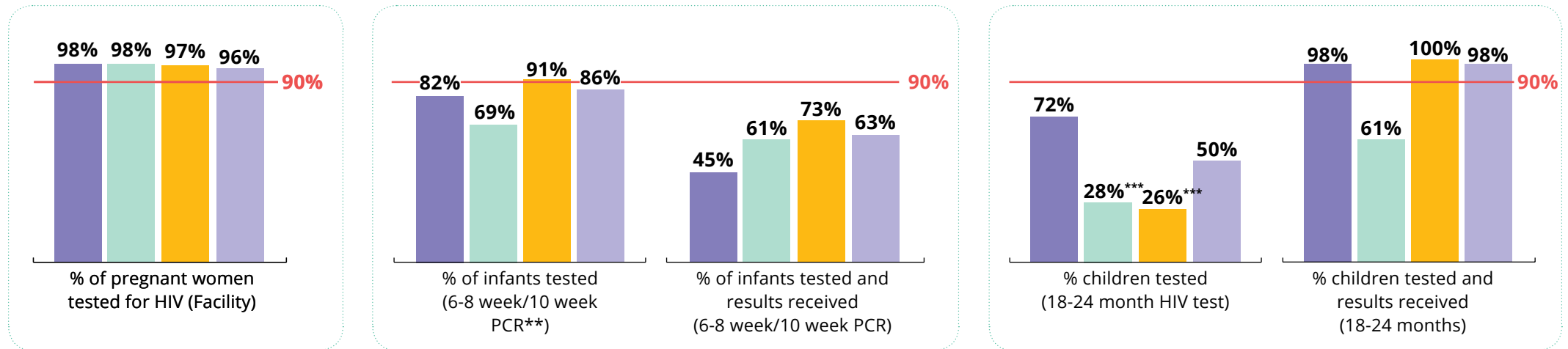
\*\*\* Data from a large-scale project in Malawi is delayed. Q2 results are likely significantly understated.

# Progress Towards the Three 90s

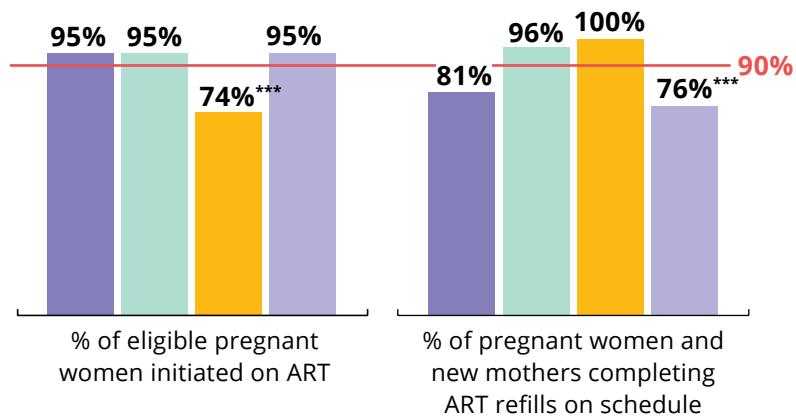
As well as measuring the scale of our programme, we measure quality and impact by working towards the UN's 90-90-90 targets—a framework for the global HIV response.\*

## 1<sup>st</sup> 90 - Know Your Status

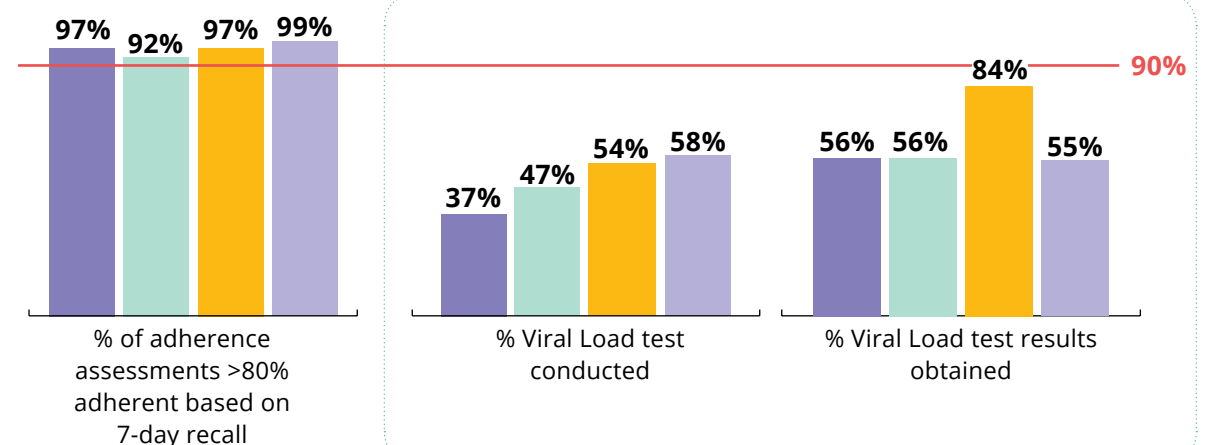
● Q3 2018 ● Q4 2018 ● Q1 2019 ● Q2 2019 — Target



## 2<sup>nd</sup> 90 - On Antiretroviral Therapy



## 3<sup>rd</sup> 90 - Adherent and Virologically Suppressed



\* Read more about the 90-90-90 targets here: <http://www.unaids.org/en/resources/909090>

\*\* PCR = Polymerase chain reaction test—a highly sensitive and accurate test for early detection of HIV infection. It is administered at different times in different countries, depending on national guidelines.

\*\*\* Preliminary result. Data are being re-analysed.

## Highlights by Country This Quarter



### SOUTH AFRICA

New Clients Enrolled: **28,622**

Mentor Mothers Employed: **223**

- Our CHAMP project in Mpumalanga Province—which serves Orphans and Other Vulnerable Children—is now fully staffed, with three district coordinators and one finance officer joining the team. The team has been working hard to enroll beneficiaries, and we saw a 46% increase in enrollment since Q1.
- Awarded grant from MAC AIDS Fund to pilot an new model of service delivery in the Western Cape. Dubbed HIISP (High Intensity Interval Service Provision), this model will see us triage clients according to risk profile and deliver differentiated care services. We aim to achieve specific short-term outcomes, as well as to promote long-term behaviour change; with a focus on skills development for enhanced household resilience, awareness-raising, and linkages to key health services.



### MOZAMBIQUE

New Clients Enrolled: **9,820**

Mentor Mothers Employed: **351**

- Rolled out Paediatric HIV implementation. Mentor Mothers are now working with HIV-positive children (aged under five) in 23 health facilities in Cabo Delgado, Nampula, and Zambezia provinces.
- Expanded Technical Assistance Services (supporting other NGOs to implement the Mentor Mother Model) from 11 to 20 sites.
- Finalised the National Training Curriculum so that the Mentor Mother Model may be rolled out nationally; currently awaiting final sign off from Government.



### ESWATINI

New Clients Enrolled: **15,208**

Mentor Mothers Employed: **189**

- As Eswatini approaches epidemic control, PEPFAR (our sole funder in this country) has chosen to reallocate resources. This has resulted in a lack of budget for m2m to continue full-scale operations in country. As a result, we have begun a country close out process, including engaging USAID and the Ministry of Health to identify alternate services for beneficiary transition, and notification of site-level staff of programme closeout. Majority of services likely to end in Q3 2019—currently assessing alternative funding sources and potential for ongoing country presence.

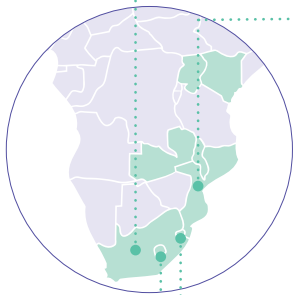


### LESOTHO

New Clients Enrolled: **17,507**

Mentor Mothers Employed: **309**

- Initial results from our six “Innovation Hub” sites are promising, these sites are outperforming traditional sites on a number of key metrics.
- Commenced initiative to create uptake of pre-exposure prophylaxis (PrEP) among clients’ partners, working closely with another USAID-funded project called EQUIP.



## Highlights by Country This Quarter (Continued)



### KENYA

New Clients Enrolled: **664**

Mentor Mothers Employed: **11**

- Conducted mHealth optimisation training for all Mentor Mothers at our Mathare North model site.
- Recruited a new Project Officer. She is a former Mentor Mother who previously served at m2m as a Programme Assistant and Research Assistant.



### UGANDA

New Clients Enrolled: **19,892**

Mentor Mothers Employed: **106**

- Recruited, trained, and deployed 19 Adolescent Mentor Mothers under the Girls4Change programme. These new Mentor Mothers are now working to support young mothers with HIV and RMNCH services at programme sites in Jinja district.
- Formed additional Village Savings and Loan associations (VLSAs) to further economic independence and empowerment of Mentor Mothers and their clients, bringing the total number of groups to 35.



### MALAWI

New Clients Enrolled: **40,665**

Mentor Mothers Employed: **442**

- Conducted mHealth training for 140 Expert Clients at 26 facilities in priority districts (Blantyre and Zomba) under the Elizabeth Glaser Pediatric AIDS Foundation (EGPAF) Peer Education project.
- Improved tracing coverage for clients who missed appointments after 14 days from an average of 45 % in Q1 to 80 % in Q2.
- Successfully applied for SPARK scholarship—an international communications and advocacy training programme. Two staff members selected to participate in a training workshop to be held in Lesotho in September 2019.

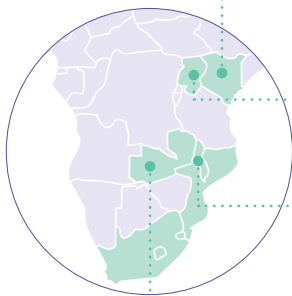


### ZAMBIA

New Clients Enrolled: **9,200**

Mentor Mothers Employed: **137**

- m2m's Country Representative, Ms. Priscilla Banda, has been promoted to Country Director. She will continue overseeing m2m's resource mobilisation efforts in Zambia, as well as the expansion of m2m's programming and team in country.
- Secured funding from Gilead Sciences and LGT Venture Philanthropy to establish a full service m2m site in Lusaka, delivering integrated services to our three key client groups. This is the realisation of a long-held goal to bring our full programming to Zambia to support our large-scale work carried out under the USAID-funded SAFE consortium. The site is expected to open in Q3.



## Financials (m2m Global) 2019

All figures are in US Dollars.

	2019 Annual Budget (AB)	YTD Actuals through Jun-19	Projected Jul-19 through Dec-19	Total Projected at end of Dec-19	Percentage Variance
<b>TOTAL - ALL SOURCES</b>					
Opening Net Assets	3,777,160	4,291,912		4,291,912	
<b>Revenue</b>	<b>23,757,959</b>	<b>12,427,600</b>	<b>10,937,885</b>	<b>23,365,485</b>	<b>(2%)</b>
<b>Expenditure</b>	<b>23,335,194</b>	<b>11,026,766</b>	<b>11,975,325</b>	<b>23,002,091</b>	<b>(1%)</b>
<b>Exchange Rate (Loss)/Gain</b>		<b>(19,603)</b>		<b>(19,603)</b>	
<b>Change in Net Assets</b>	<b>422,765</b>	<b>1,381,231</b>		<b>343,791</b>	
<b>Closing Net Assets</b>	<b>4,199,925</b>	<b>5,673,143</b>		<b>4,635,703</b>	<b>10%</b>
<b>RESTRICTED FUNDING</b>					
Opening Net Assets	2,233,210	2,645,336		2,645,336	
<b>Revenue</b>	<b>19,570,459</b>	<b>9,854,099</b>	<b>8,902,370</b>	<b>18,756,469</b>	<b>(4%)</b>
<b>Expenditure</b>	<b>19,465,103</b>	<b>9,543,612</b>	<b>9,314,222</b>	<b>18,857,834</b>	<b>(3%)</b>
<b>Exchange Rate (Loss)/Gain</b>		<b>(58,771)</b>		<b>(58,771)</b>	
<b>Change in Net Assets</b>	<b>105,356</b>	<b>251,716</b>		<b>(160,136)</b>	
<b>Closing Net Assets</b>	<b>2,338,566</b>	<b>2,897,052</b>		<b>2,485,200</b>	<b>6%</b>
<b>UNRESTRICTED FUNDING</b>					
Opening Net Assets	1,543,950	1,646,576		1,646,576	
<b>Revenue</b>	<b>4,187,500</b>	<b>2,573,501</b>	<b>2,035,515</b>	<b>4,609,016</b>	<b>10%</b>
<b>Expenditure</b>	<b>3,870,091</b>	<b>1,483,154</b>	<b>2,661,103</b>	<b>4,144,257</b>	<b>7%</b>
<b>Exchange Rate (Loss)/Gain</b>		<b>39,168</b>		<b>39,168</b>	
<b>Change in Net Assets</b>	<b>317,409</b>	<b>1,129,515</b>		<b>503,927</b>	
<b>Closing Net Assets</b>	<b>1,861,359</b>	<b>2,776,091</b>		<b>2,150,503</b>	<b>16%</b>

This was a strong quarter for m2m on the financial front. We secured a major new grant from LGT Venture Philanthropy, and at the halfway point of the year we are on track to meet our ambitious revenue goals.

Total Combined Net Assets across all three m2m entities (m2m South Africa, m2mUK and m2mUS) were just under \$5.7M at the end of June 2019. Total Net Assets are projected to come in just above \$4.6M at the end of 2019, a 10% increase over the original 2019 budget.

Total Revenue through June 2019 was \$12.4M, 5% above the Year-to-Date budget. Total Expenses through June 2019 were \$11.0M, 5% below the Year-to-Date budget. We are projecting that Total Revenue at the end of 2019 will be just under \$23.4M, 2% below budget. Total Expenses are projected to be \$23M, 1% below budget.

## Fundraising Highlights

Secured \$1M grant from LGT Venture Philanthropy, one of their largest ever awards to an organisation. After nearly a decade of partnership, this award is a major commitment to m2m's institutional capacity to develop and scale our model, while retaining the excellent cost-benefit returns and effective progress towards the Sustainable Development Goals.

Secured a \$200,000, two year award from Gilead Sciences, a US biotechnology company, to increase retention and adherence to care in Zambia.

Entered into the 11th agreement of partnership with the Canada-based Stephen Lewis Foundation through a three year, \$102,300 award dedicated to continued support of m2m programmes in Lesotho.

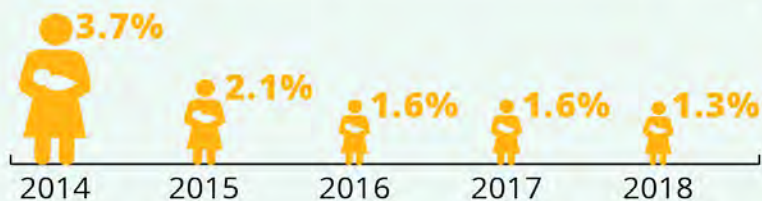
## Reflecting on 2018: Our Routine Evaluation

This quarter, we finalised our 2018 Routine Evaluation—a detailed look at our scale, reach, and impact during the 2018 calendar year.<sup>1</sup> The results demonstrate improved quality and continued impact, particularly for our three core client groups—women, children, and adolescents. They also highlight how m2m is contributing to the Global Goals of ensuring good health for all and ending the AIDS epidemic by 2030.

“These 2018 Evaluation results demonstrate mothers2mothers’ ability to deliver quality services at scale that have a transformative impact on the lives of those we serve. We are particularly excited to see evidence of how our model keeps our clients in care and adhering to treatment—essential to tackling not only the HIV epidemic, but other critical health challenges to ensure the best possible outcomes,” said Frank Beadle de Palomo, m2m’s President and Chief Executive Officer.

**For five years in a row,**  
mothers2mothers helped virtually  
eliminate mother-to-child transmission of  
HIV among our clients.

UN benchmark for virtual elimination of HIV is < 5%



● MTCT Rate among enrolled m2m clients

2018 ROUTINE EVALUATION

### Our Scale

In 2018, m2m employed over 1,500 women living with HIV. These “Mentor Mothers” provided services directly to clients at 317 locations—including health centres and their surrounding communities—up from 237 in 2017. They enrolled 894,837 new clients, a 22.5% increase over the year before.

### Contributing to the Elimination of HIV

Among the evaluation highlights—m2m is helping a new generation start life HIV-free. m2m has achieved virtual elimination of mother-to-child transmission of HIV for five years in a row. In 2018, HIV transmission among our enrolled clients was 1.3%, well below the UN benchmark for virtual elimination of 5%.

To achieve this impact, m2m works to keep children and their mothers in care long after childbirth to ensure there is no HIV transmission during the breastfeeding period. This is critical since 47% of paediatric HIV infections, globally, occur during breastfeeding, usually after a mother stops her antiretroviral treatment (ART).<sup>2</sup> In 2018, 73% of our young clients had their final HIV test result at 18-24 months, a dramatic increase from 2017.

## Improving the health of women, children, and adolescents

The evaluation shows that m2m is improving the health of women—a core client group—including those who are living with HIV. In 2018, m2m enrolled 186,488 women living with HIV (aged 20+), a 184% rise over 2017. Ninety-seven percent (97%) of our HIV-positive clients were enrolled in treatment, compared to a 93% benchmark in Eastern and Southern Africa.<sup>3</sup>

Furthermore, m2m retained these clients through their treatment journey. Ninety-four percent (94%) of our clients who started ART for the first time were still alive and on treatment after a year, compared to a 75% retention rate in Eastern and Southern Africa.<sup>3</sup> Ninety-nine percent (99%) of our clients adhered to their treatment more than 80% of the time, which is sufficient to achieve viral suppression. In fact, 94% were adherent more than 95% of the time. These results are important since effective treatment not only keeps those living with HIV alive and healthy, it also plays a critical role in preventing new infections.

For our HIV-negative clients, m2m played a major role in stopping new infections. Just 0.12% of the HIV-negative pregnant women supported by a Mentor Mother contracted HIV—a rate 30 times lower than the 2014 pan-African benchmark of 3.6%.<sup>4</sup>

m2m is also delivering benefits to children and helping entire families to thrive through integrated Early Childhood Development (ECD) services. In 2018, we reached 30,775 children and caregivers with these services across Eswatini, Kenya, Malawi, and South Africa. This programme will be scaled further in Kenya, Malawi, and South Africa in 2019 and beyond.

With adolescent girls and young women bearing the brunt of the HIV epidemic in Eastern and Southern Africa, m2m has launched adolescent-focused services in Malawi, South Africa, and Uganda, and will be scaling these further. In 2018, we enrolled 289,500 adolescents and young adults (aged 10-24), an 18% rise over 2017.

**For a summary of the key evaluation results, please visit: [https://www.m2m.org/wp-content/uploads/2019/07/19\\_0712\\_RoutineEvaluation\\_Final-003-1.pdf](https://www.m2m.org/wp-content/uploads/2019/07/19_0712_RoutineEvaluation_Final-003-1.pdf)**

1 *The findings are part of a yearly, in-depth performance review of our country programmes that is a cornerstone of our rigorous monitoring and evaluation process. The 2018 Evaluation focused on our eight countries of operation—Eswatini, Kenya, Lesotho, Malawi, Mozambique, South Africa, Uganda, and Zambia.*

2 <https://www.unicef.org/hiv/hiv-women-heart-of-response>

3 Drake et al, 'Incident HIV during Pregnancy and Postpartum and Risk of Mother-to-Child HIV Transmission: A Systematic Review and Meta-Analysis' (2014) Published at: <https://doi.org/10.1371/journal.pmed.1001608>

4 UNAIDS Global HIV & AIDS statistics—2018 fact sheet







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