



mothers2mothers
QUARTERLY IMPACT REPORT

1 July – 30 September 2019

Released: November 2019

The Big Picture (as of 30 September 2019)

11,805,939

Index Clients* reached with direct services since 2002



Number of Mentor Mothers currently employed by m2m

1,727



Number of Mentor Mothers employed since 2002

10,942



Three Key Takeaways From This Quarter

Clinical services vision becomes a reality. A key goal of m2m's 2018-2021 Strategic Plan is an expansion into clinical services. This quarter, we began roll out of services in both Lesotho and Zambia (see country highlights for more).

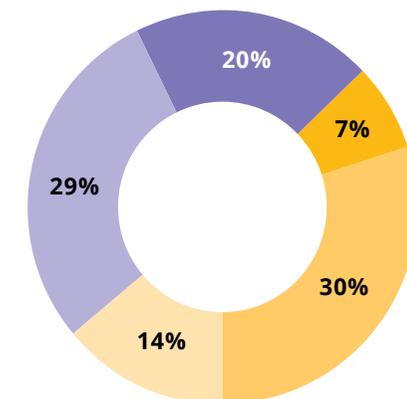
Renewed relationships with existing donors. Three of our long-term donors chose to deepen their relationships with m2m this quarter, with significant new awards.

A Royal spotlight on our work. We were glad to host HRH The Duchess of Sussex at our Global HQ in Cape Town in September. Her visit sparked a wave of interest in m2m, with over 100 local and international media articles written (see page 6 for more).

Number of New Clients Reached (Direct Service Delivery) Q3 2019**	Q2	Q3	2019	
	Actuals***	Actuals***	Annual Target	% Target Reached (cumulative)
Children (ages 0-2)	34,698	24,909	144,238	63%
Children (ages 3-9)	8,056	9,042	57,954	59%
Adolescents (ages 10-19)	24,999	36,191	123,289	83%
Young Adults (ages 20-24)	22,020	16,774	157,441	48%
Adults (ages 25+)	51,804	35,097	416,557	45%
TOTAL	141,577	122,013	899,479	55%

Our Reach in Quarter 3: A Closer Look	Our Reach previous quarter	Our Reach this quarter***	Annual Target	% Target Reached (cumulative)
Adolescents and Adults (disaggregated by HIV status)				
HIV-positive (ages 10+)	29,457	24,442	296,167	27%
HIV-negative (ages 10+)	46,214	43,674	331,313	64%
Unknown Status at enrolment (ages 10+)	23,152	19,946	70,758	105%
Subset of total: Clients 10+ reached by HIV status	98,823	88,062	698,238	55%
Children Ages 9 and Under (disaggregated by HIV exposure/status)				
HIV-exposed children (ages 0-2)	19,193	15,108	53,712	93%
HIV-unexposed children (ages 0-2)	14,647	8,899	71,387	52%
Children of Unknown Exposure at enrolment (ages 0-2)	374	73	6,022	25%
HIV-positive children (0-9)	1,083	1,564	1,074	323%
HIV-negative children (0-9)	3,310	4,317	31,955	54%
Children of Unknown Status at enrolment or status not documented (ages 0-9)	4,147	3,990	37,091	44%
Subset of total: Children 0-9 reached by HIV exposure and HIV status	42,754	33,951	201,241	66%

New Clients Enrolled by Age (Q3 2019)



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

* 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 Prevention of Mother-to-Child Transmission, Reproductive, Maternal, Newborn, and Child Health, Early Childhood Development, and Adolescent Health

** Preliminary results, subject to further data audits.

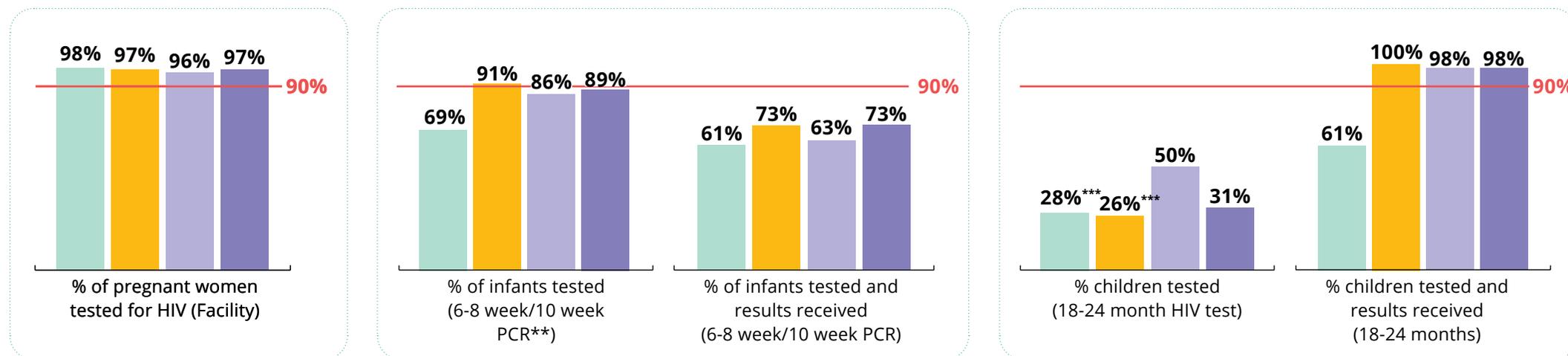
*** Due to our strict data quality protocols, we have continued to exclude some unverified data from Malawi, which significantly affects reach numbers in both Q2 and Q3. If these data were included, we would be at over 70% of annual reach target.

Progress Towards the Three 90s

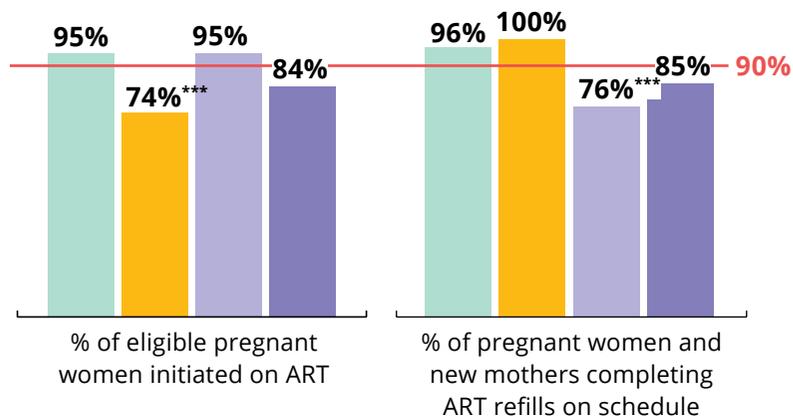
As well as measuring the scale of our programme, we measure quality and impact by working towards the UN's 90-90-90 targets—a framework for the global HIV response.*

1st 90 - Know Your Status

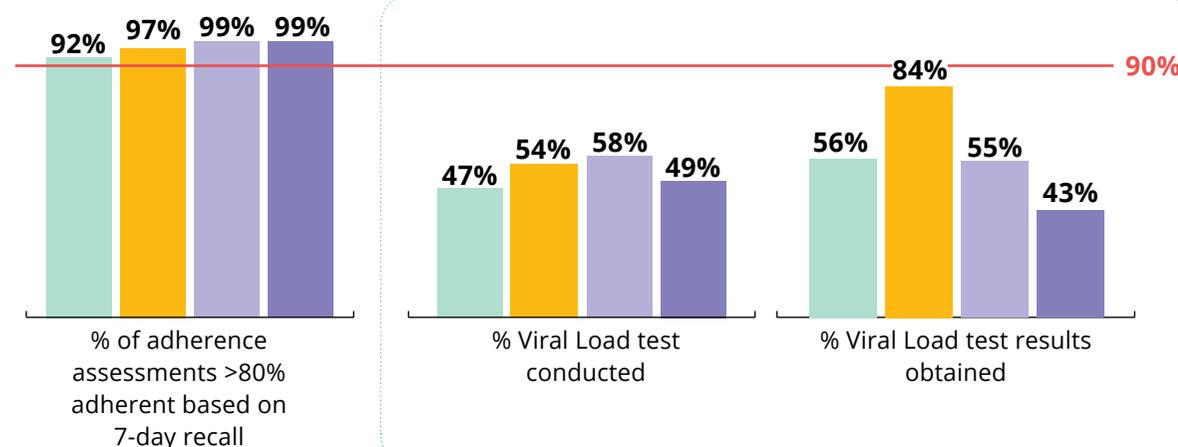
● Q4 2018 ● Q1 2019 ● Q2 2019 ● Q3 2019 — Target



2nd 90 - On Antiretroviral Therapy



3rd 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



LESOTHO

New Clients Enrolled: **14,613**

Mentor Mothers Employed: **345**

- Under the USAID RISE II mechanism, Lesotho is implementing clinical services—a key objective under our 2018-2021 strategic plan. m2m will now be supporting the entire PMTCT programme in selected facilities in two regions (Mafeteng and Mohale's Hoek). This will include specially trained HIV Testing Service Mentors directly providing services including HIV testing, ART initiation and refills, immunisations, AN/PN care, and viral load monitoring (we previously supported clinical partners to deliver these services). We are also directly hiring nurses to help provide and supervise this new range of services.



SOUTH AFRICA

New Clients Enrolled: **37,425**

Mentor Mothers Employed: **257**

- During this quarter, we successfully closed out our Early Childhood Household Stimulation project in Nkangala district, Mpumalanga. Over the four years of the project, m2m consistently met and exceeded our targeted number of beneficiaries, reaching 8,191 orphans and other vulnerable children and their caregivers, supporting caregivers to create an environment and opportunities where children have access to a range of safe, accessible, quality comprehensive Early Childhood Development services in their homes. With the conclusion of this project, m2m is the first organisation to “graduate” from the Capacity Development Support programme run by FHI 360.
- m2m trained 35 Peer Mentors from 20 facilities in the City of Johannesburg to provide psychosocial support and non-clinical complementary care to pregnant and postnatal adolescent girls and young women. The project is now capacitating district and health facility staff in 40 facilities in Tshwane and City of Johannesburg districts (Gauteng Province) to deliver services to this critical group.



MOZAMBIQUE

New Clients Enrolled: **15,416**

Mentor Mothers Employed: **408**

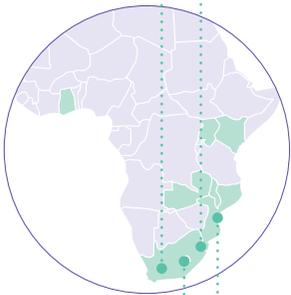
- Closed-out previous USAID award and CDC-sub award and commenced work under CDC as the prime on a five-year project. Project implementation provinces will include Maputo, Cabo Delgado, Zambezia, and Nampula—similar to previous awards.
- Secured new funding from USAID under a sub-award on the ECHO project, to support our work in Sofala province
- Our focus on retaining clients in care is paying off. Retention in care at one and three months is over 80% at all m2m sites, and is above 90% at many.
- Designed and began to roll out streamlined work tools to address feedback after first year of implementation.



ESWATINI

New Clients Enrolled: **4,066**

- Successfully closed out country operations at the end of the quarter. m2m is continuing to explore opportunities to re-enter Eswatini.



Highlights by Country This Quarter (Continued)



MALAWI

New Clients Enrolled: 27,266

Mentor Mothers Employed: 426

- Partnered with the Denise Coates Foundation to open nine new sites in Lilongwe that will provide a range of services, delivered by a new cohort of 78 Mentor Mothers. The integrated services include ECD, nutrition, prevention of mother-to-child transmission (PMTCT), and reproductive, maternal, newborn, and child health services.
- m2m Malawi and LGT Philanthropy have teamed up to support a new initiative by the Ministry of Health and Population (MoHP), that will help improve the quality of services being offered through the Department of Community Health. We are seconding a colleague to MoHP, and providing additional advisory support, as well as practical resources.
- Received 110 bicycles through a partnership with World Bicycle Relief. These bicycles will assist our team in Zomba to follow up more effectively with clients.



GHANA

New Clients Enrolled: Coming Soon

Mentor Mothers Employed: Coming Soon

- Country start-up process in full swing. This included the hiring of two key Ghana-based staff, as well as securing memoranda of understanding with Ghana Health Services and Ministry of Gender, Children, and Social Protection. A Programme Rollout Workshop and Policymakers Briefing is to be held in November 2019. Site selection and recruitment of field staff is underway.



KENYA

New Clients Enrolled: 1,017

Mentor Mothers Employed: 17

- Recruited, trained and deployed six new Community Mentor Mothers at our site in Mathare North to meet the needs of the local community.
- Continued to monitor and respond to significant health system challenges. For instance, Nevirapine syrup for infant prophylaxis has been out of stock since March 2019.



ZAMBIA

New Clients Enrolled: 5,468

Mentor Mothers Employed: 168

- Zambia is also making strides in clinical service provision. Under the USAID SAFE project, Mentor Mothers have been trained to conduct dry blood spot testing (DBS), collecting a blood sample which is sent to a lab and tested for HIV. This has increased the Mentor Mothers' ability to support clinic staff by task shifting this important work and helping ensure that all children exposed to HIV are tested.

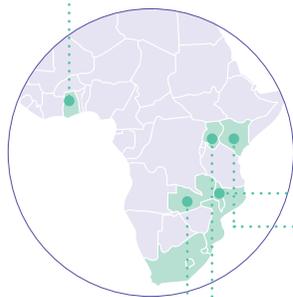


UGANDA

New Clients Enrolled: 16,742

Mentor Mothers Employed: 106

- With support from the 19 Peer Mentors trained last quarter, m2m conducted community-level sensitisation planning meetings with community development officers, district health educators, health care workers, and secretaries for health and social services for the Girls4Change adolescent health programme. We conducted 34 integrated outreaches across 20 schools in five sub-counties.



Financials (m2m Global) 2019

All figures are in US Dollars.

	2019 Annual Budget (AB)	YTD Actuals through Sep-19	Projected Oct-19 through Dec-19	Total Projected at end of Dec-19	Percentage Variance on Annual Budget
TOTAL - ALL SOURCES					
Opening Net Assets	3,777,160	5,067,422		5,067,422	
Revenue	23,757,959	19,783,869	6,963,185	26,747,054	13%
Expenditure	23,335,194	17,775,798	6,390,123	24,165,921	4%
Exchange Rate (Loss)/Gain		(216,255)		(216,255)	
Change in Net Assets	422,765	1,791,816		2,364,878	
Closing Net Assets	4,199,925	6,859,238		7,432,300	77%
RESTRICTED FUNDING					
Opening Net Assets	2,233,210	3,062,305		3,062,305	
Revenue	19,570,459	16,553,238	5,324,470	21,877,708	12%
Expenditure	19,465,103	15,472,111	5,253,651	20,725,762	6%
Exchange Rate (Loss)/Gain		(190,532)		(190,532)	
Change in Net Assets	105,356	890,595		961,414	
Closing Net Assets	2,338,566	3,952,900		4,023,719	72%
UNRESTRICTED FUNDING					
Opening Net Assets	1,543,950	2,005,117		2,005,117	
Revenue	4,187,500	3,230,631	1,638,715	4,869,346	16%
Expenditure	3,870,091	2,303,686	1,136,472	3,440,158	(11%)
Exchange Rate (Loss)/Gain		(25,724)		(25,724)	
Change in Net Assets	317,409	901,221		1,403,464	
Closing Net Assets	1,861,359	2,906,338		3,408,581	83%

This was another strong financial quarter for m2m.

Total Revenue through September 2019 was \$19.8M, 11% above the Year-to-Date budget.

Total Expenses through September 2019 were \$17.7M, 2% above the Year-to-Date budget. We are currently projecting that Total Revenue at the end of 2019 will be \$26.7M, 13% above budget. Total Expenses are projected to be \$24.1M, 4% above budget.

Total Combined Net Assets across all three m2m entities (m2m South Africa, m2mUK, and m2mUS) were just under \$6.9M at the end of September 2019. Total Net Assets are projected to come in just above \$7.4M at the end of 2019, a 77% increase over the original 2019 budget.

Fundraising Highlights

MAC AIDS Fund has made an additional \$250k grant to m2m. This will be invested in our "Youth Alive" project in the Western Cape Province of South Africa, which targets Adolescent Girls and Young Women.

The Bickerstaff Family Foundation (BFF) has invested an additional \$500k into Girls4Change, a project established in August 2018 thanks to support from the BFF. Girls4Change aims to address the devastatingly high rates of pregnancy and HIV among adolescent girls and young women in the Jinja district of Uganda.

In July 2019, the Denise Coates Foundation, which previously supported m2m South Africa, announced a grant of £1million over three years for m2m Malawi. This will focus on integrating identification of malnutrition to ensure that every child has the chance not only to survive but thrive.

mothers2mothers Hosts HRH The Duchess of Sussex

“Talk about important work!”

That was the reaction from Her Royal Highness, The Duchess of Sussex, when she was introduced to the work of m2m, in Cape Town, South Africa on the 25th of September. The Duchess joined m2m during an official engagement on the Royal Tour of Southern Africa, to learn more about our work to create a generation free from HIV and healthy, thriving communities in eight sub-Saharan African countries.



Her Royal Highness, The Duchess of Sussex, shares a moment with m2m Mentor Mother, Limpho Nteko. Credit: British High Commission South Africa

During her visit, Her Royal Highness heard from three of m2m’s Mentor Mothers—women living with HIV who are employed as frontline health workers to serve other local women and families. The Mentor Mothers shared how m2m’s unique model—built on the simple yet powerful interaction of one woman forging a strong bond with another—has reached over 11 million women and children under two with life-changing health services and education across the African continent, and how m2m has helped almost end the transmission of HIV from mothers to children for our clients for the past five years.

“The work that’s being done here is really special,” The Duchess added. “I see how having that shared experience creates a much stronger result”.

The Duchess also heard about how tackling unacceptably high infection rates among girls and young women is critical to the Global Goal of ending the HIV/AIDS epidemic by 2030. In sub-Saharan Africa, twice as many girls and young women are newly infected with HIV each year than males of the same age,¹ with a staggering eight young women an hour newly infected in South Africa alone.²



Limpho Nteko, a 29-year-old m2m Mentor Mother from Lesotho, who manages 16 health facilities and leads a team of 90, welcomed The Duchess: “It was such an honour to meet The Duchess of Sussex in person and share with her the incredible and important work that we do as mothers2mothers. It was an opportunity to shine a light on the impact we have had and the lives we have changed but also to highlight the hard work that still lies ahead to ensure that we create a generation that is healthy and free from HIV.”

Nolundi Pani, age 33, also from Khayelitsha, is at the forefront of m2m’s work with adolescent girls and young women, who now make up a third of our client base. She said: “The world needs to know that the new face of the HIV/AIDS epidemic is a young, African woman. m2m is responding by adapting our proven model to serve these young women and their parents. The progress we make every day makes me confident we can take this once-in-a-lifetime opportunity to end the epidemic, but we need more leaders like you to help us spread the word.”



1 The Global Fund – “Step Up The Fight 2019”, available at: https://www.theglobalfund.org/media/1296/publication_womengirls_focuson_en.pdf?u=637030119280000000

2 UNAIDS South Africa Country Data 2018, available at: <http://aidsinfo.unaids.org/>



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