mothers2mothers
QUARTERLY IMPACT REPORT
1 July – 30 September 2019

Released: November 2019
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).

The Big Picture (as of 30 September 2019)

11,805,939
Index Clients* reached with direct services since 2002

1,727
Number of Mentor Mothers currently employed by m2m

10,942
Number of Mentor Mothers employed since 2002

Number of New Clients Reached (Direct Service Delivery) Q3 2019**

<table>
<thead>
<tr>
<th>Age Group</th>
<th>Q2</th>
<th>Q3</th>
<th>2019 Annual Target</th>
<th>% Target Reached (cumulative)</th>
</tr>
</thead>
<tbody>
<tr>
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New Clients Enrolled by Age (Q3 2019)

- Young Adults (20-24): 29%
- Children (3-9): 20%
- Adolescents (10-19): 7%
- Children (0-2): 14%
- Adults (25+): 30%

Number of Index Clients* reached with direct services since 2002: 11,805,939

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Our Reach in Quarter 3: A Closer Look

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: HIV status 98,823, 88,062, 698,238, 55%

Children Ages 9 and Under (disaggregated by HIV exposure/status)

- 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: HIV exposure and HIV status 42,754, 33,951, 201,241, 66%

* 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

- % of pregnant women tested for HIV (Facility): 98% 97% 96% 97% 90%
- % of infants tested (6-8 week/10 week PCR)**: 69% 91% 86% 89% 90%
- % of infants tested and results received (6-8 week/10 week PCR): 61% 73% 63% 73% 90%
- % of pregnant women and new mothers completing ART refills on schedule: 95% 95% 84%

2nd 90 - On Antiretroviral Therapy

- % of eligible pregnant women initiated on ART: 96% 100%
- % of pregnant women and new mothers completing ART refills on schedule: 96% 100% 76% 85% 90%

3rd 90 - Adherent and Virologically Suppressed

- % of adherence assessments >80% adherent based on 7-day recall: 92% 97% 99% 99%
- % Viral Load test conducted: 47% 54% 58%
- % Viral Load test results obtained: 56% 84% 55% 43% 90%

* 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

**MOZAMBIQUE**

- 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.

**ESWATINI**

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

**LESOTHO**

- 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**

- 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.

**New Clients Enrolled**

- **LESOTHO**: 14,613
- **SOUTH AFRICA**: 37,425
- **MOZAMBIQUE**: 15,416
- **ESWATINI**: 4,066

**Mentor Mothers Employed**

- **LESOTHO**: 345
- **SOUTH AFRICA**: 257
- **MOZAMBIQUE**: 408
### 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.

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

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, with a staggering eight young women an hour newly infected in South Africa alone.
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.”

Limpopo 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.”
