



mothers2mothers
QUARTERLY IMPACT REPORT
1 July - 30 September 2021

Released: November 2021

The Big Picture (as of 30 September 2021)

12,396,581

Index Clients* reached with direct services since 2002



Number of Mentor Mothers currently employed by m2m

1,903



Number of Mentor Mothers employed since 2002

11,538

Clients reached by eServices since inception (April 2020)

402,282**

Three Key Takeaways From This Quarter

Scaling our reach through digital health services. We breached the 400,000 mark of the number of clients reached through eServices. By the end of this quarter, 374,632 clients were supported through peer via phone services, and 27,650 registrations were recorded on the Virtual Mentor Mother Platform.

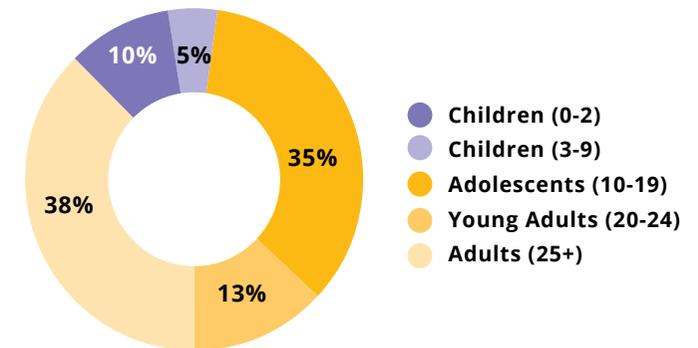
Deepening services and support for adolescents. In response to continued health and social challenges facing girls and young women, this quarter we expanded or deepened our services for this group in Lesotho, Mozambique, South Africa, and Zambia, and began to roll-out adolescent-focused services in Ghana.

Continued growth in revenue. Total revenue reported by the end of Quarter Three is up 20% year-on-year, and 80% of our projected revenue for Quarter Four is already secured, providing a stable financial base in support of our mission.

| Number of New Clients Reached (Direct Service Delivery) Q3 2021 | Q2 | Q3 | Progress Towards 2021 Targets | | |
|---|----------------|----------------|-------------------------------|---------------------------------|-----------------------------------|
| | m2m Actuals*** | m2m Actuals*** | Annual Target | Cumulative Reach (Year To Date) | % Target Reached*** (Preliminary) |
| Children (ages 0-2) | 34,890 | 33,094 | 184,424 | 101,491 | 55% |
| Children (ages 3-9) | 14,710 | 16,567 | 81,940 | 45,165 | 55% |
| Adolescents (ages 10-19) | 89,121 | 119,054 | 335,392 | 285,068 | 85% |
| Young Adults (ages 20-24) | 45,140 | 43,822 | 202,831 | 131,187 | 65% |
| Adults (ages 25+) | 124,355 | 128,150 | 513,081 | 361,403 | 70% |
| TOTAL | 308,216 | 340,687 | 1,317,668 | 924,314 | 70% |

| Our In-Person Service Reach in Quarter 3: A Closer Look | Our Reach previous Quarter*** | Our Reach this Quarter*** | Annual Target | Cumulative Reach (Year To Date) | % Target Reached*** (Preliminary) |
|--|-------------------------------|---------------------------|------------------|---------------------------------|-----------------------------------|
| Adolescents and Adults (disaggregated by HIV status) Newly Enrolled | | | | | |
| HIV-positive (ages 10+) | 40,018 | 39,682 | 433,862 | 121,085 | 28% |
| HIV-negative (ages 10+) | 125,812 | 166,728 | 485,349 | 407,887 | 84% |
| Unknown Status at enrolment (ages 10+) | 89,488 | 80,103 | 103,655 | 236,147 | 228% |
| Subset of total: Clients 10+ reached by HIV status | 255,318 | 286,513 | 1,022,866 | 765,119 | 75% |
| Children Ages 9 and Under (disaggregated by HIV exposure/status) Newly Enrolled | | | | | |
| HIV-exposed children (ages 0-2) | 23,383 | 21,138 | 78,685 | 67,853 | 86% |
| HIV-unexposed children (ages 0-2) | 13,274 | 14,591 | 104,576 | 41,053 | 39% |
| Children of Unknown Exposure at enrolment (ages 0-2) | 90 | 112 | 8,822 | 296 | 3% |
| HIV-positive children (0-9) | 2,386 | 2,151 | 1,573 | 7,171 | 456% |
| HIV-negative children (0-9) | 9,126 | 10,797 | 46,811 | 28,610 | 61% |
| Children of Unknown Status at enrolment or status not documented (ages 0-9) | 4,639 | 5,385 | 54,335 | 14,212 | 26% |
| Subset of total: Children 0-9 reached by HIV exposure and HIV status | 52,898 | 54,174 | 294,802 | 159,195 | 54% |

New Clients Enrolled by Age (Q3 2021)



* 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

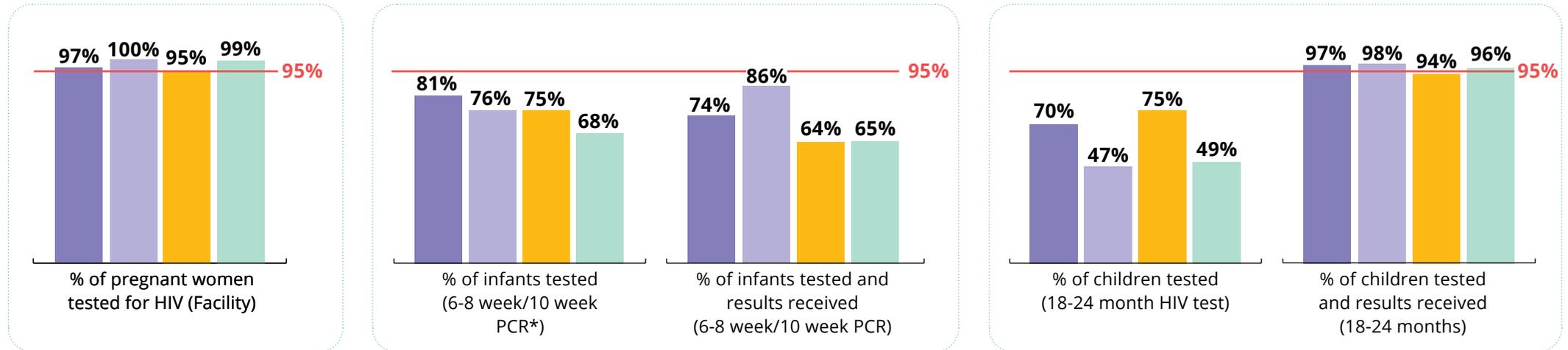
** eServices refer to both Peer Services delivered by phone, and our automated Virtual Mentor Mother Platform. Peer services by phone were rolled out by 15 April 2020, and a total of 402,282 clients have been reached through this channel. The VMMP was soft-launched, in English only, on 10 June, and by the end of Q3 (2021), 27,650 clients enrolled for this service.

Progress Towards the Three 95s

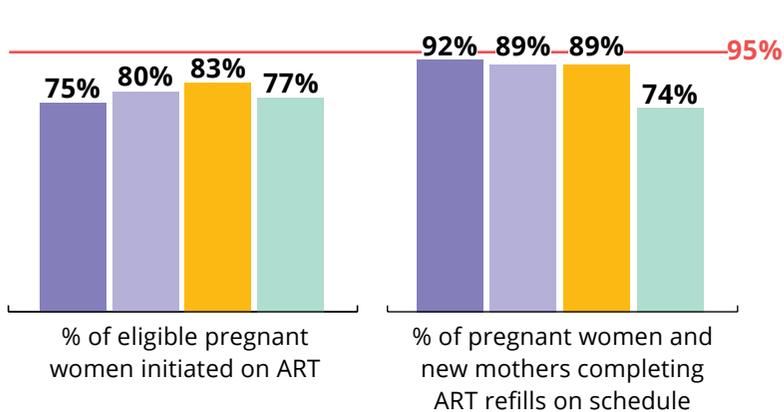
As well as measuring the scale of our programme, we measure quality and impact by working towards the UN's 95-95-95 targets—a framework for the global HIV response. **Please note:** Due to the COVID-19 pandemic, clinical services such as viral load testing and HIV PCR testing have been de-prioritised in some health facilities, negatively impacting key services and the data below.

1st 95 - Know Your Status

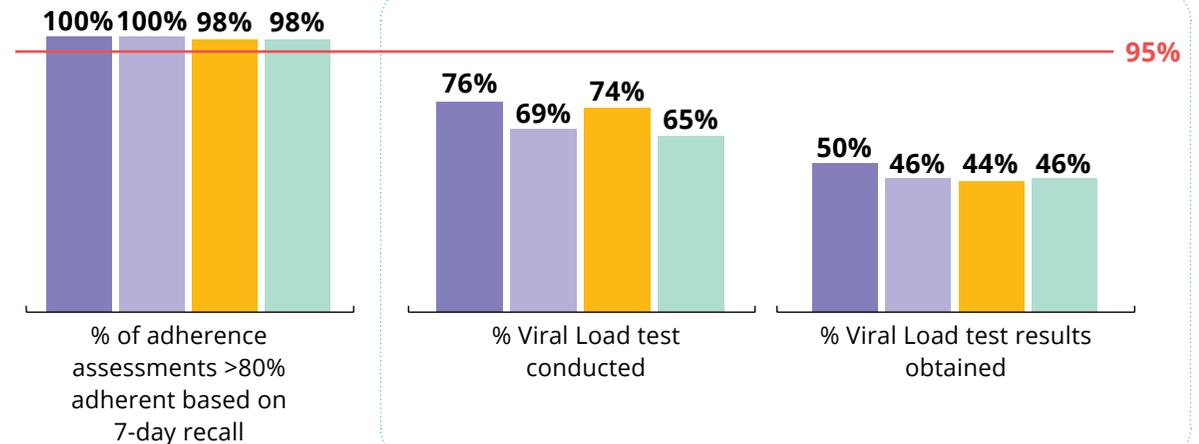
● Q3 2021 ● Q2 2021 ● Q1 2021 ● Q4 2020 — Target



2nd 95 - On Antiretroviral Therapy



3rd 95 - Adherent and Virologically Suppressed



* 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.

Highlights by Country This Quarter

In this quarter, mothers2mothers (m2m) scaled up efforts to support adolescent girls and young women (AGYW) on their health journey. With the support of new and existing partners in Ghana, Lesotho, South Africa, and Uganda, we are rolling out new and expanding existing youth-friendly services with the aim of reducing the high rate of adolescent pregnancies and sexually transmitted infections.

In line with our organisational goal of strengthening community-led advocacy efforts, m2m representatives in Lesotho, Kenya, and Malawi provided vital inputs into national policies and frameworks.

Registrations to the Virtual Mentor Mother Platform (VMMP) are also gaining momentum. This quarter saw 9,374 people register for the virtual service in South Africa alone, after community mobilisers were deployed to various public spaces in the community to raise awareness about the service. Given the success of the community mobilisers, we are now considering accelerating this tactic in other countries.



SOUTH AFRICA

New Clients Enrolled: **123,926**

Mentor Mothers Employed: **248**

- With support from m2m's COVID-19 emergency appeal, South Africa's VMMP rollout was given a boost this quarter. Fifteen VMMP mobilisers were recruited and deployed in communities to promote, educate, and register new users. A total of 9,374 clients were registered at shopping malls, health facilities, vaccination centres, taxi ranks, and tertiary institutions.
- The USAID-funded Children and Adolescents are My Priority (CHAMP) Project continues to exceed targets. The project—currently being implemented in the Ehlanzeni, Nkangala, and Gert Sibande districts of Mpumalanga province—reached 53,987 orphans and vulnerable children, against a quarterly target of 50,434 clients (113%).
- The UNICEF-funded Adolescent Girls and Young Women (AGYW) Project is set to expand to Zululand district in KwaZulu Natal. m2m will provide technical assistance to 17 Peer Mentors employed by Health System Trust, before they take up their posts at health facilities across the district. This is on top of 13 Peer Mentors, employed directly by m2m, who completed their in-service training in September and are deployed in eThekweni district (also in KwaZulu Natal), to kick-start a six-month direct service delivery programme which will run from October 2021 to March 2022.

Highlights by Country This Quarter (Continued)



LESOTHO

New Clients Enrolled: **24,095**

Mentor Mothers Employed: **340**

- m2m Lesotho played a major role in updating and rolling out a key national policy framework. After the World Health Organization issued new recommendations to end mother-to-child transmission of HIV (eMTCT), m2m Lesotho worked with the Ministry of Health (MoH) and other implementing partners to review and update the national eMTCT guidelines. m2m successfully reviewed and edited chapters on key topics such as HIV and Syphilis testing, Care of Pregnant and Breastfeeding Women, and Management of Pregnant and Breastfeeding Women living with HIV. Now that the revised guidelines have been approved, m2m-employed Nurses are helping to roll out the new guidelines to MoH staff at site level.
- Based on m2m's success in serving adolescents, girls and young women, m2m Lesotho has for the first time been awarded funding through USAID's DREAMS (Determined, Resilient, Empowered, AIDS-free, Mentored and Safe) initiative that seeks to empower Adolescent Girls and Young Women (AGYW), and reduce risk through youth-friendly reproductive health, education, HIV testing, treatment, and family-centred services. Starting in October 2021, m2m Maternal and Child Health Nurses and Mentor Mentors will provide antenatal and postnatal services, STI screening and management, family planning, and other related services to pregnant and breastfeeding AGYW with the goal of reaching 15,257 clients by 30th September 2022.



MOZAMBIQUE

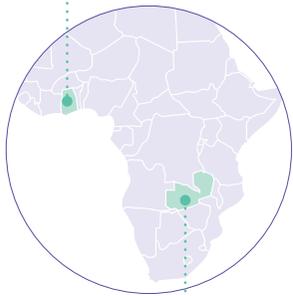
New Clients Enrolled: **18,865**

Mentor Mothers Employed: **464**

- Last quarter, we reported that m2m continued working with internally displaced persons (IDP) in Mozambique, in Cabo Delgado and Nampula provinces. By the 30th of September, we reached 623 IDPs, of whom 421 were HIV positive. Of the positive cases identified, 133 were pregnant women, 208 were lactating mothers, and 79 were children.
- We scaled up our staff complement in Mozambique this quarter. Twenty-seven additional Mentor Mothers were recruited and trained to support clients in IDP resettlement camps in Metuge and Chiure in Cabo Delgado, funding from the U.S. Centers for Disease Control and Prevention. In addition, a UNICEF grant of approximately US \$340,000 (MZN 21,259,706) resulted in 22 new Mentor Mothers being deployed to two provinces (Cabo Delgado and Nampula) to provide adolescent and youth-focused services.
- Three hundred and thirty Mentor Mothers completed refresher training in paediatric HIV, learning how to prepare and administer ARVs and strengthening child health services in the community.



Highlights by Country This Quarter (Continued)



GHANA

New Clients Enrolled: 2,437

Mentor Mothers Employed: 20

- Through funding from Comic Relief and British Airways, m2m Ghana conducted an exploratory research study to assess the differences in Early Childhood Development (ECD) outcomes between HIV-exposed uninfected (HEU) and HIV-unexposed uninfected (HUU) children at two operational facilities (Ashaiman Polyclinic and Atua Government Hospital). The study showed no statistically significant differences between HEU and HUU children across the indicators, but provided much-needed comparative data and filled gaps in our understanding of the possibility of impaired neurodevelopment in the ever-expanding population of children living with or exposed to HIV across the African continent.
- With funding from Roche Foundation, m2m Ghana began implementing dedicated services for adolescents. m2m will be providing 500 pregnant adolescent and young mothers aged 15-24 with differentiated testing services, antiretroviral therapy (ART) linkages and follow up services, ART delivery, and viral load monitoring with the aim of strengthening adolescent HIV service delivery.
- In this quarter, m2m Ghana was elected to participate in the Global Fund Country Coordinating Mechanism (CCM), representing the Women and Children constituency. The CCM was established to set the policy framework for the effective implementation of approved grants, and to monitor the progress and performance of key health programmes such as HIV, TB, and Malaria. m2m's participation is notable as it will enable us to play an oversight role in how Global Fund grants are managed in the country.



ZAMBIA

New Clients Enrolled: 7,848

Mentor Mothers Employed: 174

- m2m Zambia expanded its reach through a one-year project partnership agreement with UNICEF which is set to strengthen the HIV and Prevention of Mother-to-Child Transmission to response among Adolescent Girls and Young Women (AGYW) and their infants in the Eastern and Central provinces. Thirty-two Mentor Mothers successfully completed pre-service training in September, and have since been deployed to four sites in Chipata district and one site in Kabwe district. The Project intends to reach 12,300 pregnant and breastfeeding AGYW and 500 HIV-Exposed Infants by June 2022.
- Through the USAID SAFE project, m2m Zambia provided technical assistance (TA) and mentorship to MOH facilities to enhance sustainability and the impact of sexual and reproductive health services. A total of 2,033 AGYW were linked to their first family planning session, and 187 clients were successfully linked to USAID DREAMS empowerment initiatives such as educational and life skills support.
- m2m Zambia continues to positively impact the health outcomes of Pregnant and Breastfeeding Women (PBFW) and their infants across the three supported provinces through its routine-data driven TA and mentorship activities—99.4% viral load (VL) suppression was achieved out of 5,559 mothers due for VL testing, and an upward trend in Birth PCR test results received, from 88.3% in Q2 to 90.3% in Q3; while 6-8 weeks PCR test results increased from 89.3% in Q2 to 92.4% in Q3.

Highlights by Country This Quarter (Continued)



TANZANIA

New Clients Enrolled: 1,655

Mentor Mothers Employed: 35

- Since launching services in Tanzania in July, 1,655 new index clients were reached through direct service delivery. A total of 628 health education sessions were held reaching all clients who accessed services through the Reproductive and Child Health programme. A further 1,825 pregnant women who visited the health facility for antenatal services and 1,233 male partners were reached with pre- and post-HIV test education.



KENYA

New Clients Enrolled: 3,374

Mentor Mothers Employed: 20

- m2m Kenya strengthened its community-centred services this quarter. Mentor Mothers conducted household visits with a focus on providing Reproductive, Maternal, Newborn and Child Health (RMNCH), Prevention of Mother-to-Child Transmission of HIV (PMTCT), adolescent health, and nurturing care for early childhood development support, increasing client reach by 41%—from 793 to 1,350. This was due to a renewed focus on the identification and follow up of high-risk clients.
- During the reporting period, HIV-exposed infants receiving their final test results increased from 94% in Q2 to 100%. Similarly, adherence assessments conducted according to m2m protocols also increased from 113% of target in Q2 to 143% this quarter, demonstrating how we are ensuring that clients living with HIV receive intensified adherence support during the COVID-19 pandemic period.
- m2m Kenya continues to play a valuable role in the national HIV policy space. Country Lead and Programme Specialist—Charles Muruka, attended a meeting hosted by the National AIDS and STI Control Programme to review the draft strategic plan for 2021-2025. m2m put forward recommendations to overcome challenges in antiretroviral therapy (ART) distribution, following an observed increase in new infant HIV infections.

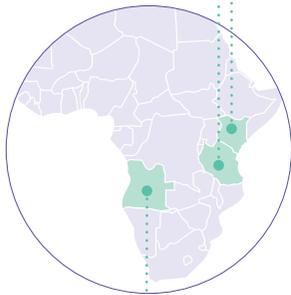


ANGOLA

New Clients Enrolled: 1,950

Mentor Mothers Employed: 75

- This quarter, m2m successfully provided Index Case Testing and Tracing (ICTT) and PMTCT services at 14 health facilities and surrounding communities in the three provinces of Benguela, Cunene, and Lunda Sul. By the end of September, m2m enrolled 1,950 new clients, and reached an annual figure of 2,924 index clients. Of those enrolled in the m2m programme, 2,874 (98%) are receiving peer education and psychosocial support throughout their antenatal and postnatal care journey. An additional 4,728 clients were identified in the community and tested for HIV, and 502 had a known HIV status. m2m also identified 561 new clients living with HIV at community level and linked 492 (88%) to ART.
- m2m provided technical assistance to the National Institute to Fight HIV/AIDS (INLS) by reviewing the 5th Edition of the National HIV Counselling and Testing Protocol. The guidelines are expected to be formally adopted next quarter. This was a crucial contribution as it ensures that Mentor Mothers are included in the national protocol for ICTT.



Highlights by Country This Quarter (Continued)



MALAWI

New Clients Enrolled: 113,780 **Mentor Mothers Employed: 439**

- m2m Malawi assessed Early Childhood Development (ECD) outcomes among our youngest clients, as part of our commitment to ensure every child thrives. We are pleased to report that 89% of children aged 0-2 enrolled in the Denise Coates Foundation-funded ECD/Reproductive, Maternal, Newborn and Child Health (RMNCH) project, met all of their developmental milestones, including 92% of one-year olds.
- Under the CDC-funded Elizabeth Glazer Pediatric AIDS Foundation (EGPAF) Expert Client programme, m2m Malawi introduced a more focused case management tool to improve retention in care, especially at three and six months. In the reporting period, three month retention increased to 92%, up from 90.25% in the previous quarter.
- The Ministry of Gender, Disability and Social Welfare elected m2m Malawi to join the Steering Committee responsible for planning National Early Childhood Development Week, scheduled for 18-22 October 2021. This is a notable milestone for m2m as it not only shows recognition of our Prevention of Mother-to-Child Transmission of HIV (PMTCT) contributions, but we are gaining visibility for our ECD work funded by UNICEF and the Conrad N. Hilton Foundation.



UGANDA

New Clients Enrolled: 42,758 **Mentor Mothers Employed: 88**

- m2m Uganda continued to make progress towards our annual reach targets, despite COVID-19 lockdowns severely limiting community-based activities. We enrolled 19,363 new index clients and their partners in Q3 at health facilities and in the community. This is almost half of all clients reached this quarter.
- With funding from Cartier Philanthropy, we embarked on a drive this quarter to ensure pregnant women in community settings were referred to health facilities when needed—work that is especially vital to ensure safe pregnancy and birth during COVID-19. Working hand-in-hand with Village Health Teams, we identified 739 pregnant mothers and helped them to access health facilities. Eighty-seven percent (87%) accessed HIV Testing Services and 95% attended antenatal care services in m2m-supported and other health facilities.
- m2m continues to respond to the high rates of adolescent pregnancy and sexually transmitted infections (including HIV) in Uganda. Through the Girls4Change project in Jinja funded by the Bickerstaff Family Foundation, we reached 3,993 Adolescent Girls and Young Women (AGYW) and 2,842 adolescent boys and young men aged 10-24 years, taking our target achievement to 94% of the 2021 target.
- m2m Uganda continues to address childhood disability challenges by integrating childhood disability care and support services with nurturing care services, thanks to funding from Porticus Foundation. In this quarter, 725 children with identified disabilities were supported giving 241% cumulative progress against the project target. Within the same period, 139 new children with an identified disability were referred to a health facility for services. Of the 139 newly identified children, 69 required a surgical intervention and were further referred for surgeries of which 40 children received services, including cleft lip (Cheiloplasty), cleft palate (Palatoplasty), club foot (Achilles' tendon lengthening), and other disabilities such as Spina bifida.



Combined Financials (m2m Global) 2021

All figures are in US Dollars.

| | 2021 Annual Budget | YTD Actuals through September-21 | Projected Jul-21 through Dec-21 | Total Projected at end of Dec-21 | Amount Variance | Percentage Variance |
|-----------------------------|--------------------|----------------------------------|---------------------------------|----------------------------------|--------------------|---------------------|
| TOTAL - ALL SOURCES | | | | | | |
| Opening Net Assets | 8,823,986 | 10,909,418 | | 10,909,418 | 2,085,432 | |
| Revenue | 32,973,732 | 23,314,936 | 8,063,680 | 31,378,616 | (1,595,116) | (5%) |
| Expenditure | 31,555,798 | 24,067,298 | 8,472,940 | 32,540,238 | 984,440 | 3% |
| Change in Net Assets | 1,417,934 | (752,362) | | (1,161,622) | (2,579,556) | (182%) |
| Closing Net Assets | 10,241,920 | 10,157,056 | | 9,747,796 | (494,124) | (5%) |
| RESTRICTED FUNDING | | | | | | |
| Opening Net Assets | 5,052,514 | 6,234,903 | | 6,234,903 | 1,182,389 | |
| Revenue | 27,149,569 | 20,614,958 | 5,808,525 | 26,423,483 | (726,086) | (3%) |
| Expenditure | 26,275,794 | 20,569,510 | 6,593,958 | 27,163,468 | 887,674 | 3% |
| Change in Net Assets | 873,775 | 45,448 | | (739,985) | (1,613,760) | (185%) |
| Closing Net Assets | 5,926,289 | 6,280,351 | | 5,494,918 | (431,371) | (7%) |
| UNRESTRICTED FUNDING | | | | | | |
| Opening Net Assets | 3,771,472 | 4,674,515 | | 4,674,515 | 903,043 | |
| Revenue | 5,824,163 | 2,699,978 | 2,255,155 | 4,955,133 | (869,030) | (15%) |
| Expenditure | 5,280,004 | 3,497,788 | 1,878,982 | 5,376,770 | 96,766 | 2% |
| Change in Net Assets | 544,159 | (797,810) | | (421,637) | (965,796) | (177%) |
| Closing Net Assets | 4,315,631 | 3,876,705 | | 4,252,878 | (62,753) | (1%) |

m2m recognised annual revenue and support of \$23.3M at the end of the third quarter, representing 20% year-on-year growth. Expenses totalled \$24M, of which 85% was spent on programme activities across our implementing countries.

We ended the quarter with Global Net Assets of \$10.2M, of which \$3.9M was Unrestricted.

We expect to recognise a further \$8.1M of revenue in Q4, of which 80% (\$6.5M) has already been committed (our Projected FY 2021 Revenue is \$31.4M).

Q3 Fundraising Highlights

We expanded our partnership with ViiV Healthcare Positive Action, securing a second award for £300,000 over three years. The award will support m2m's work in East Central Uganda, focusing on improving paediatric care and treatment outcomes for children living with HIV and their caregivers.

Following a grant to support our work in Ghana, m2m was delighted to be awarded a second grant from Roche Foundation, for \$75,000 over one year to support our programmes in Malawi. The grant will support m2m Malawi to improve health, wellbeing, and developmental outcomes for HIV-positive, HIV-exposed, and other vulnerable young children of adolescent girls and young women in the Lilongwe District.

Upon successful achievement of our milestones, m2m received the second tranche, \$200,000 unrestricted, of Mulago Foundation's three-year commitment.

Celebrating 20 Years of Impact

October 2021 marks 20 years since mothers2mothers (m2m) was founded. Over the past two decades, we have proven that when empowered African women work as frontline health workers, they unlock life-changing results for their communities and themselves.

To mark this incredible milestone, we have taken a deep dive into our data and our impact over two decades. From 2001 to 2020, m2m has reached over 13.5 million people with life-changing health services, created more than 11,500 jobs, and delivered remarkable health impacts—including helping keep over two million women and children alive.

Other highlights from our first 20 years of impact include:



Achieving virtual elimination of mother-to-child transmission of HIV for our enrolled clients for seven consecutive years (2013-2020),¹ helping this new generation start life HIV-free.



Since 2013, we estimate m2m's primary prevention services have helped ensure 4,382,382 adults stay HIV-negative, despite being at significant risk of infection.



Since 2008, we have helped over 1.2 million people living with HIV access the lifesaving antiretroviral treatment needed to stay healthy and prevent further transmission of HIV. This includes 700,000 adult women and men in the last five years alone.²



In the last seven years, we have conducted over 900,000 home visits—delivering health services and education to entire families in their homes.



In Focus (Continued)

All of this has been made possible by the inspirational frontline team of African women living with HIV trained and employed by m2m as community health workers—women like Makeletso Khomonngoe, a Mentor Mother in Lesotho: “If there had not been mothers2mothers, I wouldn’t be employed, I wouldn’t be able to take care of my son. His name is Phoka Khomonngoe. He is now six years old. He is HIV negative.

“I know that I can be the leader that I am now just because I met mothers2mothers. People in my community understand the importance of us being here as mothers2mothers. So this makes me so proud, especially when I see my client going home happy and getting all the services.”

m2m has recognised the potential of digital technologies as a key enabler of universal health coverage. Since 2015, we have embraced the uptake and use of digital health and client management tools, equipping over 4,000 m2m frontline health workers with valuable skills including: digital literacy, online case management and client support, and data use and analysis for client care.

At the end of 2020, 83% of all m2m sites were digitally enabled, meaning digital services were being used to guide service delivery and capture data. These transferrable skills become part of a critical career path that benefits our frontline staff beyond their time at m2m.



In Focus (Continued)

Reflecting on the organisation’s milestone anniversary, m2m President and CEO—Frank Beadle de Palomo said: “Thank you to our frontline team whose skills, bravery, and tenacity have transformed health outcomes for a generation, including helping to prevent over four million new HIV-infections among adults in the past eight years alone.”



“Thank you to all our staff and Board Members/Trustees whose unwavering commitment to our mission has driven us from a single site in Cape Town, to a proudly African non-governmental organisation working across 10 nations, serving well over a million people each year.”

“Thank you to all of you, our supporters and friends, whose support and encouragement has helped us grow, innovate, and change with the times. In these difficult times, we truly believe that our work shows that a healthier, more equal world is possible if we join together and focus on what unites us.”

“There is still so much to do, and such a long way to go to ensuring that we meet the Global Goals to end HIV/AIDS, guarantee health for all, and push for gender equality before 2030. But we know that with you in our corner, and our incredible team at the frontlines, we are moving, ever closer to making that a reality. We are unstoppable!”





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