



mothers2mothers  
QUARTERLY IMPACT  
REPORT

1 April - 30 June 2022

*Released: September 2022*

## The Big Picture (as of 30 June 2022)

# 12,740,818

Index Clients\* reached with direct services since 2002



Number of Mentor Mothers currently employed by m2m

# 1,820



Number of Mentor Mothers employed since 2002

# 11,555

Clients reached by eServices since inception (April 2020)

# 470,311\*\*

## Three Key Takeaways From This Quarter

**Halfway through the year, we have achieved two-thirds of our annual client reach goal.** This has largely been a result of our deepening focus on adolescent clients—we have already exceeded our annual target for clients aged 10-19.

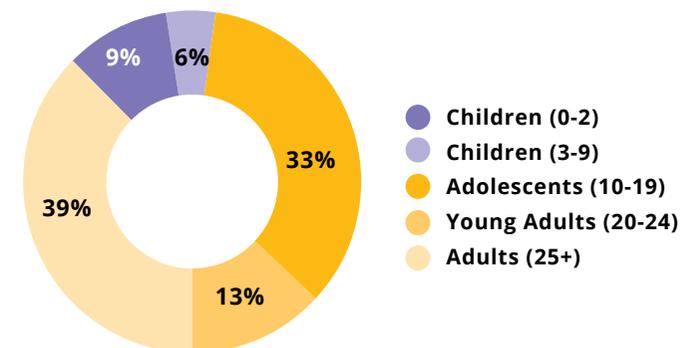
**Significant partnerships with governments multiply impact.** In many countries, for example Lesotho, Mozambique, and Tanzania, our partnership with governments has allowed us to influence policies pilot new interventions, helping to strengthen national approaches and systems.

**Revised Revenue Targets.** While our overall financial position is strong, we have revised our 2022 revenue projection down by 10%, largely owing to timing uncertainty in some projected awards.

Number of New Clients Reached (Direct Service Delivery) Q2 2022	Q1 2022	Q2 2022	Progress Towards 2022 Targets		
	m2m Actuals***	m2m Actuals***	Annual Target	Cumulative Reach (Year To Date)	% Target Reached*** (Preliminary)
Children (ages 0-2)	27,550	27,891	145,170	55,441	38%
Children (ages 3-9)	16,908	16,199	58,329	33,107	57%
Adolescents (ages 10-19)	101,316	95,657	124,086	196,973	159%
Young Adults (ages 20-24)	39,252	39,158	158,458	78,410	49%
Adults (ages 25+)	114,196	115,417	419,247	229,613	55%
<b>TOTAL</b>	<b>299,222</b>	<b>294,322</b>	<b>905,290</b>	<b>593,544</b>	<b>66%</b>

Our In-Person Service Reach in Quarter 2: A Closer Look	Our Reach previous Quarter***	Our Reach this Quarter***	Annual Target	Cumulative Reach (Year To Date)	% Target Reached*** (Preliminary)
<b>Adolescents and Adults (disaggregated by HIV status) Newly Enrolled</b>					
HIV-positive (ages 10+)	39,051	45,459	298,080	84,511	28%
HIV-negative (ages 10+)	142,701	137,217	333,454	279,918	84%
Unknown Status at enrolment (ages 10+)	69,760	63,419	71,215	133,179	187%
<b>Subset of total: Clients 10+ reached by HIV status</b>	<b>251,512</b>	<b>246,095</b>	<b>702,749</b>	<b>497,608</b>	<b>71%</b>
<b>Children Ages 9 and Under (disaggregated by HIV exposure/status) Newly Enrolled</b>					
HIV-exposed children (ages 0-2)	18,709	17,171	54,060	35,880	66%
HIV-unexposed children (ages 0-2)	9,875	11,964	71,848	21,839	30%
Children of Unknown Exposure at enrolment (ages 0-2)	500	500	6,061	1,000	16%
HIV-positive children (0-9)	2,140	2,149	1,081	4,289	397%
HIV-negative children (0-9)	11,234	11,191	32,161	22,424	70%
Children of Unknown Status at enrolment or status not documented (ages 0-9)	5,252	5,252	37,330	10,504	28%
<b>Subset of total: Children 0-9 reached by HIV exposure and HIV status</b>	<b>47,710</b>	<b>48,227</b>	<b>202,541</b>	<b>95,936</b>	<b>47%</b>

## New Clients Enrolled by Age (Q2 2022)



\* 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 (VMMP). Peer via phone services were rolled out by 15 April 2020, and a total of 424,000 clients have been reached through this channel. The VMMP was soft launched, in English only, on 10 June 2021, and by the end of Q2 (2022), 46,311 clients enrolled for this service.

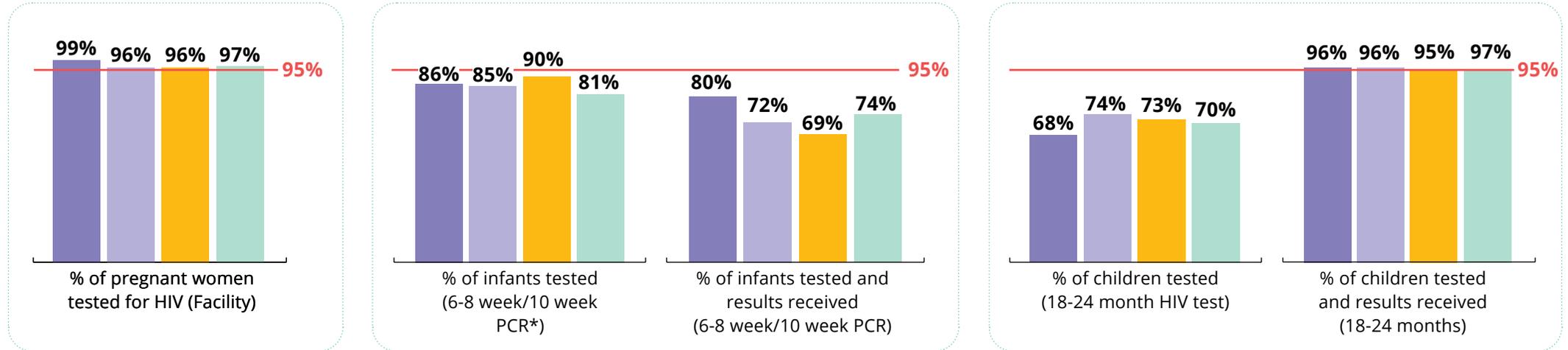
\*\*\* Preliminary results, subject to further data audits

# Progress Towards the Three 95s

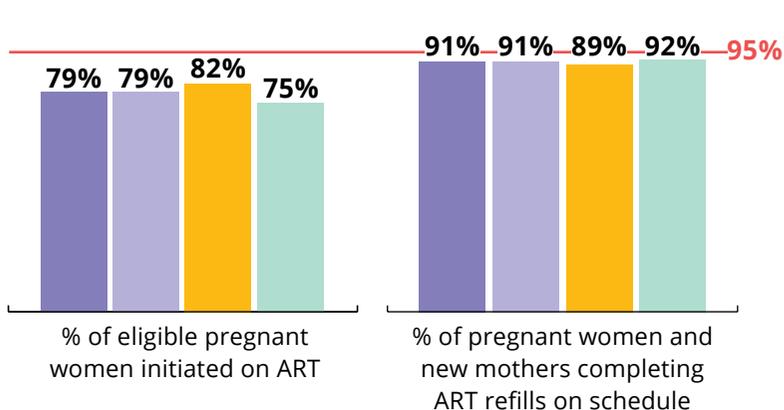
As well as measuring the scale of our programme, we measure quality and impact by working towards the UN's 95-95-95 targets—a framework for the global HIV response. **Please note:** Due to the COVID-19 pandemic, clinical services such as viral load testing and HIV PCR testing have been de-prioritised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

## 1<sup>st</sup> 95 - Know Your Status

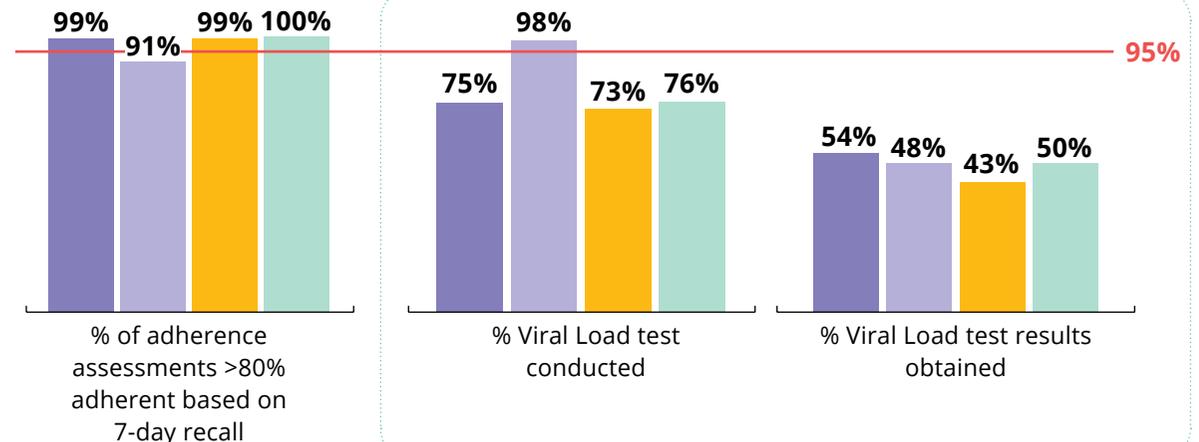
● Q2 2022   ● Q1 2022   ● Q4 2021   ● Q3 2021   — Target



## 2<sup>nd</sup> 95 - On Antiretroviral Therapy



## 3<sup>rd</sup> 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

Adolescents (10-19) and Young Adults (20-24) were the largest client groups reached this quarter totalling 134,815 clients—representing almost half (46%) of the total clients reached across our ten countries of operation.

Several countries made significant strides in strengthening support for adolescent girls and young women (AGYW). A notable mention is m2m Ghana, which recruited and deployed its first group of younger Peer Mentors to provide age-appropriate sexual reproductive health education and services.

m2m is working to increase access to HIV testing services across all programmes. In Zambia, dry blood spot testing continues to help us test HIV-exposed infants until the 24-month milestone. In Lesotho, we are piloting recency testing—a new approach which allows us to identify how recently a client contracted HIV, so we can ensure they receive appropriate services and identify possible HIV-exposed contacts.

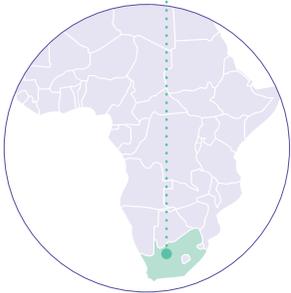


### SOUTH AFRICA

New Clients Enrolled: **88,249**

Mentor Mothers Employed: **258**

- The Children and Adolescents Are My Priority (CHAMP) programme, being implemented in Mpumalanga province through support from USAID, reached 90% of its annual target (101,519) by the end of this quarter, three-quarters of the way through the project year (1 October 2021 to 30 September 2022). By the end of June 2022, 91,243 orphaned and vulnerable children and adolescents (OVCA) and their caregivers had been reached with tailored, integrated services. The project enables OVCA to achieve and maintain optimal health, safety, and schooling outcomes.
- For the period under review, CHAMP also served 9,610 children living with HIV (CLHIV) with a structured intervention of KIDZALIVE Adherence and KIDZALIVE Disclosure to support antiretroviral treatment (ART) adherence and viral suppression across three districts in Mpumalanga (Ehlanzeni, Gert Sibande, and Nkangala). Ninety-nine percent (99%) of children identified as living with HIV are on ART, and 899 new clients were enrolled in the programme through the end of June.
- m2m South Africa was part of the official launch of the “Born-to-Read” campaign at Dark City Community Health Centre in Tshwane, hosted by the Department of Sports, Arts, Culture, and Recreation. The aim of the campaign is to build partnerships between librarians, parents, and healthcare providers to reach out to new and expectant parents about the importance of literacy and encouraging their children to read. This campaign aligns to m2m’s ECD 2.0 model, which promotes holistic child development.
- A bulk SMS campaign has been implemented to assist with automated self-care appointment reminders for clients at the Ikhwezi Community Clinic in Cape Town. A total of 141 clients are participating in this trial, which is intended to improve retention in care and adherence, and to strengthen the development and use of digital health tools for robust performance management.



## Highlights by Country This Quarter (Continued)



### LESOTHO

**New Clients Enrolled: 30,882**

**Mentor Mothers Employed: 214**

- Multi-month dispensing (MMD) of six months' supply of antiretroviral treatment (ART) is a key strategy to improve retention in care as it reduces the number of times clients need to visit the health facility for refills. m2m's Maternal Child Health (MCH) Nurses help eligible client's access MMD through intense screening and referrals. By May 2022, 96% of m2m's clients in Mafeteng District and 92% of clients in Mohale's Hoek had transitioned to MMD with the support of MCH Nurses—well above the 90% target.
- m2m's HIV Testing Services (HTS) Mentors are supporting the Ministry of Health (MOH) with a recency testing pilot in the southern region of the country. A recency test is a laboratory-based test that detects if an HIV infection is less than six months (recent), which is important as it helps to identify transmission hotspots and provide tailored treatment support to the newly infected and their contacts. In this quarter, m2m staff were trained by the MOH to pilot the initiative at eight high-volume health facilities in Mafeteng and Mohale's Hoek; results from the pilot will inform rollout of recency testing nationwide.



### MOZAMBIQUE

**New Clients Enrolled: 15,570**

**Mentor Mothers Employed: 459**

- During this quarter, m2m Mozambique helped inform and improve national policy and tools through collaboration with the Ministry of Health (MOH). Our team reviewed training tools on Psychosocial Support and the prevention of mother-to-child transmission of HIV (PMTCT), and piloted Adolescent and Young Mothers, Male Champions, and Mentor Mother client management tools. Following final MOH recommendations, m2m will play a lead role, provincially, in a Training of Trainers (TOT) programme, before the tools are rolled out on a national level.

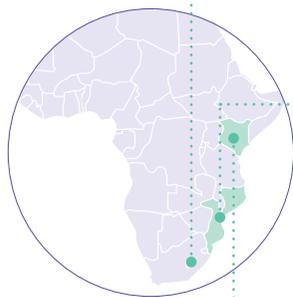


### KENYA

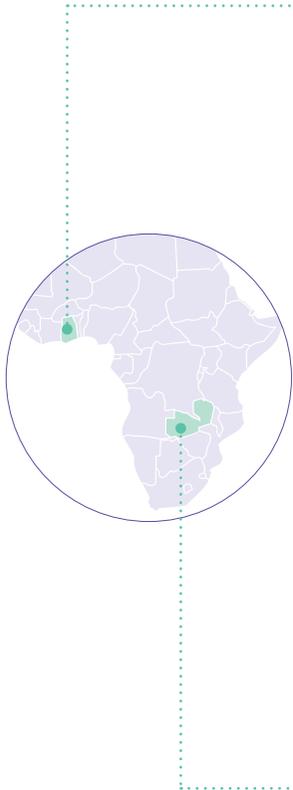
**New Clients Enrolled: 3,265**

**Mentor Mothers Employed: 20**

- In Kenya, where stigma and discrimination towards people with disabilities is still high, m2m has focused on improving nurturing care for children with disabilities as part of our integrated Early Childhood Development and Reproductive, Maternal, Newborn, Child, and Adolescent Health programme. This quarter, m2m successfully trained 20 Mentor Mothers and 10 government healthcare workers on disability-sensitive healthcare service delivery. The training was conducted in collaboration with The Action Group, which adapted m2m's programme resources for working with children with disabilities in the Kenyan context. Participants were equipped with the knowledge and skills on how to improve client screenings and to provide appropriate interventions or referrals to specialised disability-related services providers in Nairobi. m2m's disability support services will be rolled out more broadly later this year, making Kenya the second country after Uganda where we offer such services.



## Highlights by Country This Quarter (Continued)



### GHANA

**New Clients Enrolled: 3,363**

**Mentor Mothers Employed: 23**

- This quarter, m2m Ghana intensified its efforts to support adolescent girls and young women (AGYW). Through its Early Childhood Development and Reproductive, Maternal, Newborn, and Child Health (RMNCH) integrated programme, younger Peer Mentors, aged 18-24, were deployed for the first time in m2m's Atua Government Hospital and Ashaiman Polyclinic sites to offer age-appropriate sexual reproductive health education and life skills to 526 in-school and out-of-school youth (aged 10-18).
- Earlier this year, stock-outs of HIV test kits caused delays in the provision and uptake of infant HIV antibody testing at 24 months. Through advocacy and engagement at a national level—particularly through the Global Fund Central Coordinating Mechanism Platform—m2m Ghana was able to escalate these challenges, which resulted in Ghana receiving interim supplies from USAID. With these test kits, Mentor Mothers were able to extend testing services to 61% of HIV-exposed infants (HEIs) aged 18 to 24 months, compared to 41% in the previous quarter.
- Active client follow-up (ACFU) is one of the core strategies implemented by m2m to ensure that pregnant and breastfeeding mothers stay in care. Through the implementation of innovative and creative ACFU troubleshooting approaches such as intensive follow-up by Facility and Community Mentor Mothers and text messaging, m2m Ghana reported a significant improvement in retention rates among targeted clients this quarter. Seven hundred and sixty-eight (768) clients who missed appointments at the Ashaiman Polyclinic site were followed up in Q2, compared to 351 in Q1, representing a 46% increase. Of the clients followed up, 221 were reached, compared to 116 in Q1, representing a 52% increase. Of those followed up, 123 returned to care—a 61% increase over Q1. Similar trends were noted for our Atua site, where 255 clients were followed up in Q2, representing a 46% increase over Q1; and of those followed up, 248 clients were reached, representing a 48% increase over Q1.



### ZAMBIA

**New Clients Enrolled: 7,869**

**Mentor Mothers Employed: 178**

- m2m has continued to contribute to the country's epidemic control efforts through the USAID-funded SAFE Project. In the quarter under review, m2m tested a cohort of 1,087 HEIs against a target of 1,089 (reaching 99.8% of target). All HEIs graduated with a negative HIV status at 24 months, demonstrating our impact in reducing new HIV infections in Zambia.
- In Lusaka province, we were able to ensure 342 clients returned into care after missing appointments in the previous quarter—100% of those followed up. This is possible due to robust and innovative ACFU championed by Mentor Mothers, which involves phone calls, text messages, and home visits. For mother-infant pairs, retention in care contributes to higher maternal antiretroviral treatment (ART) adherence and better viral suppression, and ensures better post-natal care, including full ART prophylaxis and complete infant testing for HEIs.
- Reducing maternal viral load during pregnancy is the most important factor in preventing mother-to-child transmission (PMTCT) of HIV. Mentor Mothers (under a UNICEF-supported project) intensified their viral load monitoring and adherence surveillance system for a cohort of 461 mother-baby pairs. This resulted in a viral load suppression rate of 96% (443).

## Highlights by Country This Quarter (Continued)



### TANZANIA

New Clients Enrolled: **3,539**

Mentor Mothers Employed: **35**

- During this quarter, m2m Tanzania contributed to the development of the national elimination of mother-to-child transmission (eMTCT) of HIV Operational Plan III (2022-2025). Working with the Ministry of Health (MOH) and other partners, the team reviewed the previous national plan and identified key lessons learned and best practices. The Mentor Mother Model was highlighted for its effectiveness in communities and continuum of care structures, and was included in the strategy as an approved, effective approach to achieving triple elimination of HIV, Syphilis, and Hepatitis B.
- m2m supported improvement of the supply chain and logistics system for Dried Blood Spot (DBS) sample collection—from packaging and transportation to testing and documenting results in client files by Mother Champions at health facilities. DBS testing is a quick and effective method for carrying out HIV tests on infants, meaning more babies are tested at earlier opportunities. m2m facilitated workshops with frontline staff, clinicians, and district health coordinators to analyse systemic challenges and to identify ways to improve the process. As a result, the proportion of HIV-exposed infants (HEIs) accessing Early Infant Diagnosis services has increased from 55% of the annual target last quarter to 82% this quarter.



### MALAWI

New Clients Enrolled: **103,296**

Mentor Mothers Employed: **449**

- Viral load tests are used to diagnose acute HIV infection, guide treatment choices, and monitor response to antiretroviral therapy (ART). This quarter, m2m Malawi achieved an average viral load coverage of 71% among clients who were tested six months since starting treatment in Blantyre, Chiradzulu, Thyolo, and Zomba districts. This was an improvement from 62% in the previous quarter and can be attributed to enhanced follow-ups by Mentor Mothers with clients who missed their viral load sample collection in the previous period. All clients who were tested knew their status, and those with unsuppressed viral loads were referred for intensive adherence counselling to improve their health and ensure they minimise the risk of infecting their children and partners.
- Seventy-eight (78) Mentor Mothers attended a series of capacity building workshops facilitated by the MOH on the latest national guidelines on the use of ART for HIV Prevention and Treatment. The new guidelines incorporate the long-awaited practice of re-testing HIV-negative pregnant and breastfeeding women. This is a big milestone for the integrated Reproductive, Maternal, Newborn and Child Health (RMNCH)/Early Childhood Development (ECD) programme, as female clients' HIV status will be monitored throughout the breastfeeding period, with the hope of reducing the transmission of HIV to babies through breastfeeding.

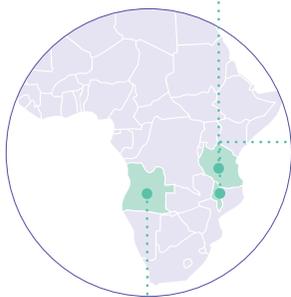


### ANGOLA

New Clients Enrolled: **7,246**

Mentor Mothers Employed: **84**

- m2m Angola exceeded expectations this quarter by surpassing its annual targets (October 2021 to September 2022) set by USAID. By the end of June 2022, Mentor Mothers provided critical Index Case Tracing and Testing (ICTT) across communities in four provinces: Benguela, Cunene, Huambo, and Lunda Sul. A total of 6,558 contacts were tested (138% of the annual target). Out of 872 clients who tested positive, 769 clients were linked to services and started on treatment.



## Highlights by Country This Quarter (Continued)



### UGANDA

New Clients Enrolled: **31,043**

Mentor Mothers Employed: **100**

- m2m Uganda was delighted to welcome Dr. Agnes Barbara Kobusingye as Country Director in June. She is a medical doctor, with a specialisation in the design, management, and monitoring and evaluation of health systems. Dr. Agnes brings more than 18 years' experience to her new role, having served in several leadership positions at NGOs and within the Ministry of Health (MOH).
- m2m's work supporting adolescent girls and young women (AGYW) was the topic of discussion at a special conference in Kampala convened by the Makerere University Joint AIDS Programme. m2m Uganda's Project Manager—Robert Mukemasereke, shared the results of our targeted interventions which support pregnant and breastfeeding adolescents and their children, and other young people. Results included increasing access to accurate sexual reproductive health information for pregnancy and HIV prevention, and encouraging enrolment and retention of adolescent girls in schools. As a result, adolescent mothers who felt confident to pursue their educational ambitions increased from 82% in 2020 to 90.2% in 2021, while the number of teens who returned to school after delivery increased from 21% in 2019, to 39% in 2021.
- In this quarter, m2m provided technical support to the MOH by participating in the development of a new five-year national Disability and Rehabilitation Strategy 2022/23 – 2025/26. Our work in the early identification and support to children with disabilities from 0-9 years was one of the key interventions informing the new national guideline.



## Combined Financials (m2m Global) 2022

All figures are in US Dollars.

	2022 Annual Budget (AB)	YTD Actuals through June-22	Projected July-22 through Dec-22	Total Projected at end of Dec-22	Amount Variance	Percentage Variance
<b>TOTAL - ALL SOURCES</b>						
Opening Net Assets	9,823,626	11,635,502		11,635,502	1,811,876	
<b>Revenue</b>	<b>33,000,000</b>	<b>13,759,758</b>	<b>15,797,721</b>	<b>29,557,479</b>	<b>(3,442,521)</b>	<b>(10%)</b>
<b>Expenditure</b>	<b>31,504,214</b>	<b>15,576,686</b>	<b>15,414,759</b>	<b>30,991,445</b>	<b>(512,769)</b>	<b>(2%)</b>
<b>Change in Net Assets</b>	<b>1,495,786</b>	<b>(1,816,928)</b>	<b>382,962</b>	<b>(1,433,966)</b>	<b>(2,929,752)</b>	<b>(196%)</b>
<b>Closing Net Assets</b>	<b>11,319,412</b>	<b>9,818,574</b>		<b>10,201,536</b>	<b>(1,117,876)</b>	<b>(10%)</b>
<b>RESTRICTED FUNDING</b>						
Opening Net Assets	5,452,154	6,260,162		6,260,162	808,008	
<b>Revenue</b>	<b>27,114,814</b>	<b>11,980,368</b>	<b>12,603,540</b>	<b>24,583,908</b>	<b>(2,530,906)</b>	<b>(9%)</b>
<b>Expenditure</b>	<b>25,769,109</b>	<b>13,014,375</b>	<b>11,236,040</b>	<b>24,250,415</b>	<b>(1,518,694)</b>	<b>(6%)</b>
<b>Change in Net Assets</b>	<b>1,345,705</b>	<b>(1,034,007)</b>		<b>333,493</b>	<b>(1,012,212)</b>	<b>(75%)</b>
<b>Closing Net Assets</b>	<b>6,797,859</b>	<b>5,226,155</b>		<b>6,593,655</b>	<b>(204,204)</b>	<b>(3%)</b>
<b>UNRESTRICTED FUNDING</b>						
Opening Net Assets	4,371,472	5,375,341		5,375,341	1,003,869	
<b>Revenue</b>	<b>5,885,186</b>	<b>1,779,390</b>	<b>3,194,181</b>	<b>4,973,571</b>	<b>(911,615)</b>	<b>(15%)</b>
<b>Expenditure</b>	<b>5,735,105</b>	<b>2,562,311</b>	<b>4,178,719</b>	<b>6,741,030</b>	<b>1,005,925</b>	<b>18%</b>
<b>Change in Net Assets</b>	<b>150,081</b>	<b>(782,921)</b>		<b>(1,767,459)</b>	<b>(1,917,540)</b>	<b>(1278%)</b>
<b>Closing Net Assets</b>	<b>4,521,553</b>	<b>4,592,420</b>		<b>3,607,882</b>	<b>(913,671)</b>	<b>(20%)</b>

mothers2mothers (m2m) is pleased to report revenue of \$13.8M for the period ending 30 June 2022.

Expenses totalled \$15.5M, of which 86% was spent on programme activities across our implementing countries. We ended the quarter with Global Net Assets of \$9.8M, of which \$4.5M was Unrestricted.

In terms of our FY 2022 forecast, we have reduced our FY2022 Revenue projection to \$29.5M given the uncertainty around the timing of awards.

We expect a number of opportunities we are pursuing in 2022 to only be awarded in 2023, which will now form part of our 2023 Revenue Pipeline.

## Q2 Fundraising Highlights

This quarter, m2m has continued to build and strengthen our long-standing partnership with UNICEF across our countries of operation—including holding site visits and expanding our collaboration in Zambia, where, together, we have been improving health outcomes for pregnant and postnatal women and their infants in Chipata District.

m2m activated a global Mother's Day campaign to raise critical funds and awareness, in partnership with our corporate partners, Patrons, Ambassadors, and U.K. and U.S. Boards of Directors. The campaign focused on the "Power of One" to create lasting change for women and their families.

### m2m joins African Union Commission’s “Digital Health Strategy for Africa” Taskforce

We are pleased to announce that we have been invited to serve as a member of the African Union Commission’s (AUC’s) Digital Health Strategy Taskforce.

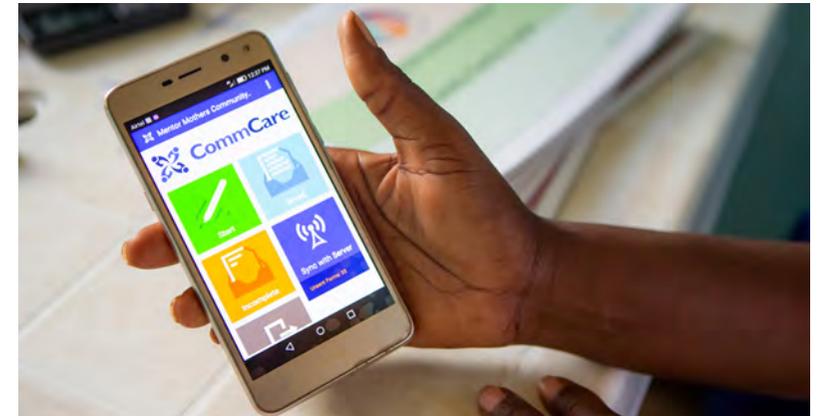
The purpose of the taskforce is to draft a Digital Health Implementation Strategy for the African continent, which will then be reviewed by the senior leadership of the AUC, and subsequently considered for adoption by African Union Member States.

We are proud to be a civil society participant in this important work to strengthen health research, innovation, and technological capabilities, to deliver the Africa Health Strategy 2016-2030.

The inclusion of mothers2mothers (m2m) on the taskforce recognises our significant, and growing, digital health footprint and expertise. We believe strongly in integrating in-person and digital tools for the best possible health outcomes. This commitment plays out daily across the continent, where our nearly 2,000 frontline staff across 10 nations use smartphones and bespoke apps to reach clients in-person and by phone, ensuring hard-to-reach communities get access to the health services they need, that they keep returning for care, and that they start (and stay) on any required treatment.

m2m’s WhatsApp chatbot—the Virtual Mentor Mother Platform—offers important health information in almost 30 languages, and is an important resource for communities to access timely and trusted health information. We also use this integrated digital and personal approach to measure the impact of our work and evolve our programming.

m2m is represented on the taskforce by Kathrin Schmitz, Director of Programmes and Technical Services, and Bob Mwiinga Munyati, Policy Manager. Through this engagement, we hope to play our part further in building a healthier, more prosperous future for all Africans.





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