



mothers2mothers QUARTERLY IMPACT REPORT

1 January – 31 March 2021

Released: May 2021



The Big Picture (as of 31 March 2021)

12,047,052

Index Clients* reached with direct services since 2002



Number of Mentor Mothers currently employed by m2m

1,772



Number of Mentor Mothers employed since 2002

11,407

Clients reached by eServices since inception (April 2020)

284,665**

Three Key Takeaways From This Quarter

A growing footprint for m2m: We are delighted to announce the roll-out of direct services in Tanzania, with 35 new frontline staff members recruited, trained, and deployed this quarter. In Angola, we expanded our services to an additional province. (See Pages 3 -6 for details)

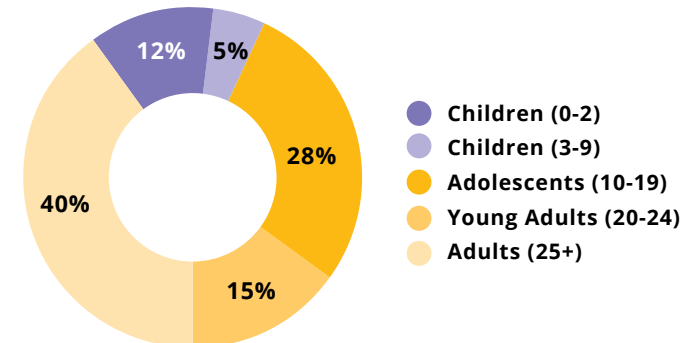
A strong financial start to the year: We are proud to report Q1 revenue and support of \$6.8M, a 45% increase from 2020, and putting us on target to achieve our annual goal of \$33M. (See Page 7 for more)

Excellent outcomes from our eServices: The first impact numbers are in from our hybrid digital and in-person service model, and they are excellent. Clients receiving eServices are equally or more likely to stay on treatment and know their viral load than pre-COVID-19 benchmarks. (Read more on Page 8)

Number of New Clients Reached (Direct Service Delivery) Q1 2021	Q4	Q1	Progress Towards 2021 Targets		
	Actuals***	Actuals***	Annual Target	Cumulative Reach (Year To Date)	% Target Reached*** (Preliminary)
Children (ages 0-2)	36,559	33,507	184,424	33,507	18%
Children (ages 3-9)	17,027	13,889	81,940	13,889	17%
Adolescents (ages 10-19)	73,449	76,893	335,392	76,893	23%
Young Adults (ages 20-24)	37,790	42,225	202,831	42,225	21%
Adults (ages 25+)	102,502	108,897	513,081	108,897	21%
TOTAL	267,327	275,411	1,317,668	275,411	21%

Our In-Person Service Reach in Quarter 1: 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+)	36,688	41,384	433,862	41,384	10%
HIV-negative (ages 10+)	120,095	115,347	485,349	115,347	24%
Unknown Status at enrolment (ages 10+)	58,262	66,556	103,654	66,556	64%
Subset of total: Clients 10+ reached by HIV status	215,045	223,287	1,022,865	223,287	22%
Children Ages 9 and Under (disaggregated by HIV exposure/status) Newly Enrolled					
HIV-exposed children (ages 0-2)	22,952	23,332	78,685	23,332	30%
HIV-unexposed children (ages 0-2)	11,304	13,188	104,576	13,188	13%
Children of Unknown Exposure at enrolment (ages 0-2)	68	94	8,822	94	1%
HIV-positive children (0-9)	5,242	2,634	1,573	2,634	167%
HIV-negative children (0-9)	8,934	8,688	46,811	8,688	19%
Children of Unknown Status at enrolment or status not documented (ages 0-9)	3,782	4,188	54,335	4,188	8%
Subset of total: Children 0-9 reached by HIV exposure and HIV status	52,282	52,124	294,802	52,124	18%

New Clients Enrolled by Age (Q1 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 276,379 clients were reached through this channel. The VMMP was soft launched, in English only, on 10 June, and 7,926 clients were enrolled by the end of Q1 (2021).

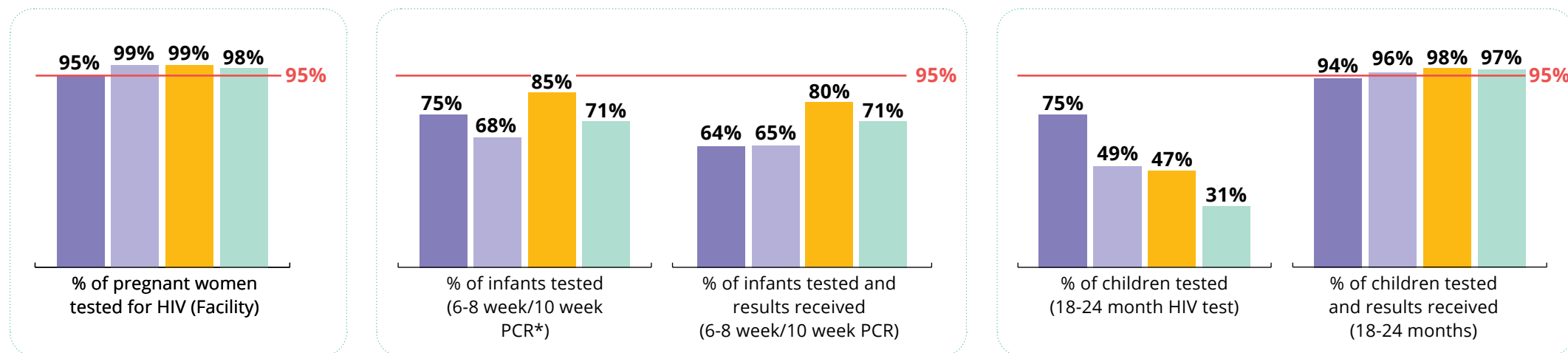
*** Preliminary results, subject to further data audits.

Progress Towards the Three 95s

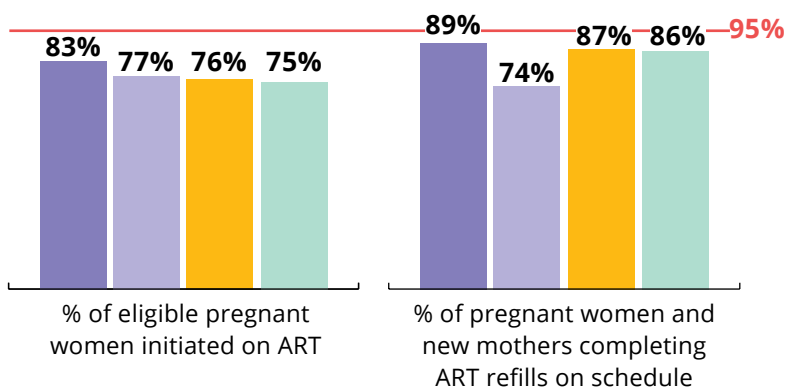
As well as measuring the scale of our programme, we measure quality and impact by working towards the UN's 95-95-95 targets—a framework for the global HIV response. **Please note:** Owing to the COVID-19 pandemic, clinical services such as viral load testing or HIV PCR testing have been de-prioritised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

1st 95 - Know Your Status

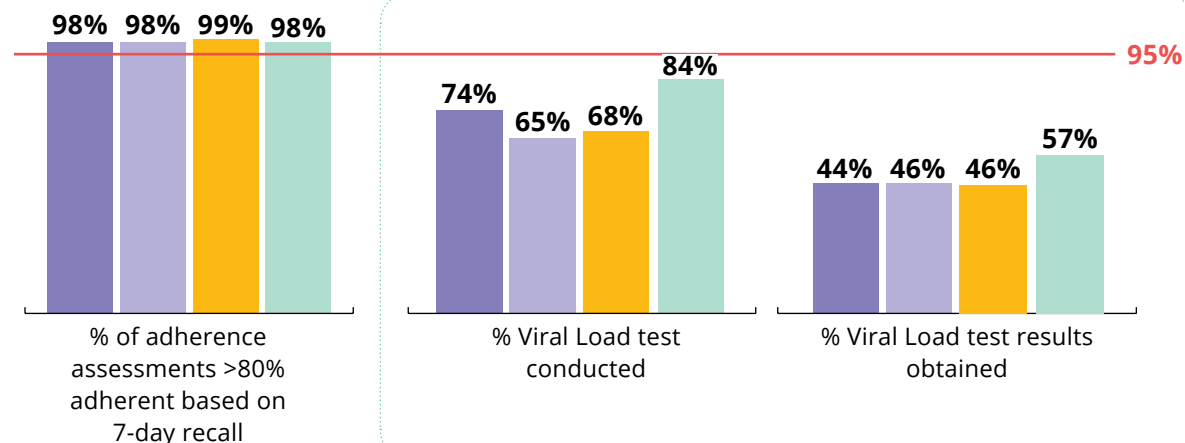
● Q1 2021 ● Q4 2020 ● Q3 2020 ● Q2 2020 — Target



2nd 95 - On Antiretroviral Therapy



3rd 95 - Adherent and Virologically Suppressed

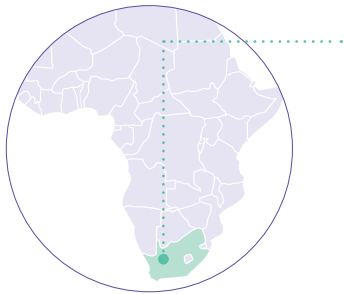


* PCR = Polymerase chain reaction test—a highly sensitive and accurate test for early detection of HIV infection. It is administered at different times in different countries, depending on national guidelines.

Highlights by Country This Quarter

Countries of operation marked significant milestones this quarter, setting up what looks to be a promising year for m2m. A key development was our expansion into direct service delivery in Tanzania. m2m has been providing technical assistance to the Government of Tanzania since last year, but recently recruited and trained 35 “Mother Champions” (the term chosen by the government), who will serve newly-diagnosed pregnant and breastfeeding women living with HIV in the Morogoro region. In most of our countries of operation, we successfully engaged with Ministries of Health to ensure frontline staff were offered, or will be offered, COVID-19 vaccines as they became available to health workers—a major step forward to curb the spread of COVID-19, safeguard frontline staff, and allow them to continue to serve clients. However, the pace of vaccine roll out is slow, and inequitable compared to countries in the Global North; we continue to advocate for rapid, equitable distribution of vaccines.

The eService Delivery Platform continues to be a valuable tool to continue and enhance services during the COVID-19 pandemic—we reached a total of 73,252 clients through eServices this quarter.



SOUTH AFRICA

New Clients Enrolled: 62,063

Mentor Mothers Employed: 237

- The UNICEF-funded Adolescent Girls and Young Women (AGYW) Peer Mentor Project, which was initiated in April 2018, was officially closed on 30 March 2021. The project was a success, reaching a total of 25,228 AGYW clients, against a target of 9,945. In addition, 98% of all enrolled clients were tested for HIV, and 100% of those tested were initiated on treatment. UNICEF has since awarded m2m another 12-month contract to expand the AGYW Peer Mentor Project to Sekhukhune (Limpopo), uThukela (KwaZulu-Natal), and Ekurhuleni (Gauteng).
- m2m has extended its Post-Natal Clubs (PNC) from nine to all 24 sites in the Eastern Cape. In partnership with fellow NGO TB/HIV Care, PNCs offer mother-baby pairs a holistic service provided by the Mentor Mother teams. In these sessions, mother-baby pairs are grouped by age and can access a range of services such as weighing, vaccinations, and ART distribution in one place with far less total time spent at the clinic. Mothers can also access useful information on early childhood development, mental wellness, ART adherence, and retention in care.
- m2m was invited to be part of one of the biggest days of philanthropy in the U.K.—Red Nose Day. Hosted every two years by grant-making charity and long-time supporter of m2m, Comic Relief, the event raises substantial funds and awareness for charities in the U.K. and around the world. This year, m2m was selected to share the story of Velna Malobolo who is employed as a Mentor Mother at Soshanguve Community Health Centre.

Highlights by Country This Quarter (Continued)



LESOTHO

New Clients Enrolled: **30,703**

Mentor Mothers Employed: **341**

- Through its clinical work, m2m Lesotho achieved a 99% transition rate among pregnant and breastfeeding women (PBFW) to a new treatment regime (Tenofovir, Lamivudine and Dolutegravir - TLD), against the 100% target the country has to achieve. This new recommended drug is more effective in HIV care and treatment. Ninety six percent of m2m's PBFW clients have also signed up for a three to six multi month dispensing service to avoid missing ART doses.
- In January 2021, a surge in COVID-19 cases led to a national lockdown, which led to m2m Mentor Mothers and Maternal Child Health Nurses using innovative approaches to reach women who missed key facility appointments. Interventions included targeted community ART distribution, nurse-led community service delivery, and collection of dry blood spot samples at household or community levels. These innovations ensured clients maintained good client outcomes under the constraints of the COVID-19 pandemic.
- During this quarter m2m Lesotho exceeded the UNAIDS 95-95-95 targets; 100% of all PBFW and their exposed infants served by m2m know their HIV status, 99.9% of all PBFW living with HIV are on ART, and 97% of PBFW on ART are virally suppressed. This is the second consecutive quarter m2m has achieved all 95-95-95 targets and shows great progress towards reaching the epidemic control.



ANGOLA

New Clients Enrolled: **1,507**

Mentor Mothers Employed: **75**

- In this quarter, m2m Angola expanded its footprint to Cunene province. Twelve additional Mentor Mothers were recruited and trained, and will join the team of 17 Mentor Mothers recruited last quarter, to provide Index Case Tracing (ICTT) and Prevention of Mother-to-child Transmission (PMTCT) services at four health facilities and surrounding communities in this province.

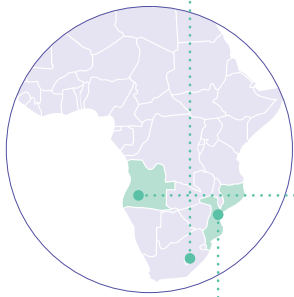


MOZAMBIQUE

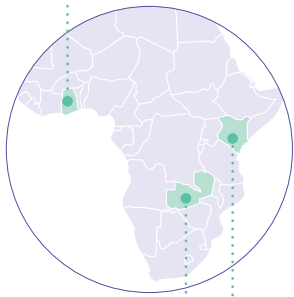
New Clients Enrolled: **35,542**

Mentor Mothers Employed: **358**

- m2m advocated with the Ministry of Health for Mentor Mothers to be prioritised as part of the national COVID-19 immunisation campaign. Recognising their role as key frontline health workers, 244 (90%) of Mentor Mothers across all the provinces who met the basic criteria, were vaccinated.
- The early infant diagnosis coverage of children who underwent PCR testing at two months of age improved from 79.0% in Q1 to 87.9% in Q2. This was achieved by clients being identified in the maternity ward by the Site Coordinator and linked with a Mentor Mother. One-on-one sessions were held to educate clients about not missing follow-up appointments and the importance of adherence.
- m2m Mozambique, in partnership with the Ministry of Health and other stakeholders such as Ariel and Friends in Global Health, held a meeting to validate m2m's Mentor Mother curriculum. Partners agreed to conduct a pilot in Maputo to test the curriculum before rolling it out countrywide.



Highlights by Country This Quarter (Continued)



GHANA

New Clients Enrolled: 2,790

Mentor Mothers Employed: 19

- We continued to invest in our staff and their knowledge. In March, 19 staff members completed an Early Childhood Development (ECD) training programme designed by the Maternal and Child Survival Project. These skills will help frontline staff strengthen the quality of ECD services being offered and promote best practices on how to create a safe and nurturing environment for children.
- m2m Ghana scaled-up early infant testing at 6-8 weeks and achieved 100% coverage at the Ashaiman site. Eighty nine percent of infants who tested positive for HIV at our two sites in Ghana, i.e. Ashaiman and Atua, have been initiated on treatment. This is a notably higher percentage than the national paediatric treatment coverage rate of 26% (UNAIDS 2019).
- At community-level, Parenting Information Playgroups resumed this quarter after being suspended last year due to COVID-19 restrictions. The playgroups offer caregivers a safe space to engage and learn more about responsive parenting, positive discipline, early stimulation, maternal health and nutrition, and child protection. Nineteen sessions were held during the reporting period, reaching 364 caregivers and 327 children, while adhering to all COVID protocols.



ZAMBIA

New Clients Enrolled: 4,781

Mentor Mothers Employed: 174

- This quarter has seen the eServices Delivery platform become a game changer. Considering the restrictions placed on community activities due to COVID-19, m2m Zambia successfully reached more than 7,000 clients through this innovative service. This model has enhanced the provision of quality and sustainable virtual peer services to clients that include psychosocial support, viral load (VL) management support for clients with unsuppressed VLs, and key COVID-19 messaging.
- m2m Zambia provided technical assistance to the Ministry of Health (MoH) and other key stakeholders on how the Mentor Mother model could improve the health outcomes of HIV-exposed infants.



KENYA

New Clients Enrolled: 2,604

Mentor Mothers Employed: 21

- With funding from J&J, m2m Kenya reached 57 new and 586 returning HIV-positive pregnant and breastfeeding women. Six hundred and ten new (111% of target) and 477 returning (149% of target) HIV-negative clients were identified.
- In February, m2m Kenya Facility Site Coordinator and Spokeswoman Jane Njoki Peris was interviewed by local radio station Radio Waumini. She used the platform to share her experience living with HIV during the 1990s and how m2m adapted its service model in response to COVID-19.

Highlights by Country This Quarter (Continued)



MALAWI

New Clients Enrolled: **95,324** Mentor Mothers Employed: **439**

- To increase uptake of our new WhatsApp-based Virtual Mentor Mother Platform (VMMP) in Malawi, m2m introduced the service to the District Executive Council, representatives of the Ministries of Health, Gender, and Planning. As a result, going forward, m2m will work closely with the government to streamline the VMMP into existing programmes.



TANZANIA

New Clients Enrolled: **66** Mentor Mothers Employed: **35**

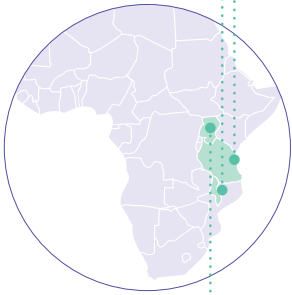
- m2m began implementing direct services in Tanzania. Thirty-five Mentor Mothers were recruited and trained who will work across 10 sites in four districts in the Morogoro region. Mentor Mothers—known locally as Mother Champions—will be responsible for providing education and psychosocial support to HIV-positive pregnant, breastfeeding mothers and their families, and will promote adherence and retention in care to achieve virtual elimination of mother-to-child transmission.
- m2m supported the consultative process hosted by the Ministry of Health, Community Development, Gender, Elderly and Children and the President's Office Regional Administration and Local Governance, to finalise the National Community PMTCT Operational Framework. This document was developed by m2m and serves to provide guidance towards establishing a national PMTCT policy and support the adoption of the Mentor Mother model in Tanzania.



UGANDA

New Clients Enrolled: **40,031** Mentor Mothers Employed: **108**

- The Swarovski and Porticus Foundations continue to support children living with disabilities in Uganda. As a result of our interventions, this quarter eight children with cleft lip and palate impediments received corrective surgeries following their early identification by m2m. An additional six children suffering from Spina Bifida and Hydrocephalus successfully received surgical treatment at the Cure Childrens Hospital.
- The UNICEF-funded programme aimed at preventing child marriages in Kamuli and Kasese districts, continues to make good progress. Twenty Mentor Mothers have been recruited and trained to improve the wellbeing of children and adolescents vulnerable to teenage pregnancy, child marriage, and abuse. A further 5,158 clients, caregivers, and community leaders were reached through educational talks and interventions. m2m is working with local structures to train and induct linkage navigators, who will assist in identifying young girls at risk.
- With the generous support of the Bickerstaff Family Foundation, m2m Uganda continues to address health challenges faced by adolescent girls. In Q1, m2m conducted an internal study of the Girls4Change project and found teenage pregnancies declined from 21% in 2018 to 18% in 2020—showing good progress towards the 15% project target.



Combined Financials (m2m Global) 2020

All figures are in US Dollars.

	2021 Annual Budget	YTD Actuals through March-21	Projected Apr-21 through Dec-21	Total Projected at end of Dec-21	Amount Variance	Percentage Variance
TOTAL - ALL SOURCES						
Opening Net Assets	8,823,987	9,514,000		9,514,000	690,013	
Revenue	32,973,731	6,755,515	26,218,217	32,973,731		0%
Expenditure	31,555,799	6,824,975	24,408,938	31,233,913	(321,885)	-1%
Change in Net Assets	1,417,933	(69,460)		1,739,819		
Closing Net Assets	10,241,919	9,444,540		11,253,819	1,011,899	10%
RESTRICTED FUNDING						
Opening Net Assets	5,052,514	4,995,000		4,995,000	(57,514)	
Revenue	27,149,569	6,022,697	21,126,872	27,149,569		0%
Expenditure	26,275,794	5,730,326	20,220,239	25,950,565	(325,229)	(1%)
Change in Net Assets	873,775	292,371		1,199,004		
Closing Net Assets	5,926,289	5,287,371		6,194,004	267,715	5%
UNRESTRICTED FUNDING						
Opening Net Assets	3,771,472	4,519,000		4,519,000	747,528	
Revenue	5,824,163	732,818	5,091,345	5,824,163		0%
Expenditure	5,280,004	1,094,649	4,188,699	5,283,348	3,344	0%
Change in Net Assets	544,159	(361,831)		540,815		
Closing Net Assets	4,315,631	4,157,169		5,059,815	744,184	17%

mothers2mothers (m2m) is proud to report revenue of \$6.8M for the first quarter, which represents 45% year-on-year growth (Q1 2020 = \$4.7M).

Expenses totaled \$6.8M, of which 84% was spent on programme activities across our implementing countries.

We ended the quarter with Global Net Assets of \$9.5M, of which \$4.2M was Unrestricted.

We have not adjusted our FY2021 Revenue projections given our confidence in our Revenue Pipelines, our Projected FY 2021 Revenue remains \$32.97M.

Q1 Fundraising Highlights

We were awarded \$750,000 by the Conrad N. Hilton Foundation to support the health outcomes of HIV-positive and HIV-exposed children in Mulanje District, Malawi.

Cartier Philanthropy continued their support of m2m's women's economic empowerment initiatives and specialised care for children living with disabilities in Uganda. The \$500,000 grant is the second instalment of the \$1.5M total award.

The Trustees of the Lucille Foundation awarded £150,000 to support m2m's mission of creating healthy, thriving families, and an end to Paediatric AIDS.

eServices: Bridging the Gap During COVID-19

When COVID-19 began spreading across Africa last year, m2m was determined to find a solution that would allow us to protect our frontline team, while allowing us to ensure we continued to meet the health needs of the more than one million people we serve each year. This prompted us to innovate and combine technology with modified in-person services. We rapidly developed and rolled out two new eServices solutions as a result. (See Box Out on next page for details).

Now, as we look back at 2020, our first reach and impact numbers are in, and we are delighted at the results that eServices have delivered. Here are some highlights:

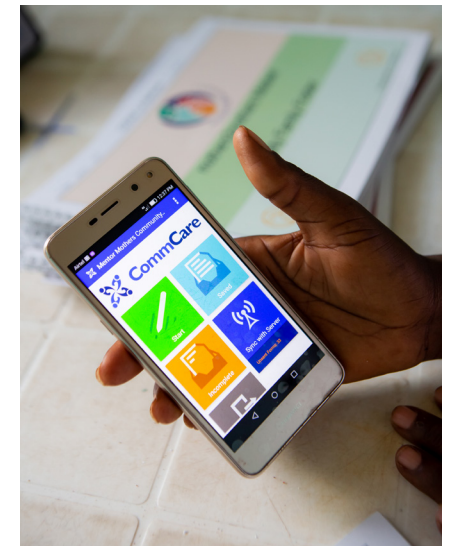
Widespread Rollout and Uptake: eServices are now being implemented in 94% of health centres and communities we serve, and 100% of our clients who have phones in those locations are using at least one of the services.

Growing Reach: Over 275,000 clients were reached with at least one of these services by 31 December 2020.

Infants are being kept in care: 97% of infants of m2m clients received a final HIV test at 18-24 months, meaning we have maintained this critical rate at the same level as before COVID-19.

Despite the pandemic, our clients accessed and stayed on treatment: 85% of clients living with HIV picked up their antiretroviral therapy during COVID-19 with an adherence rate of 97%, higher than the 83% who did before the pandemic.

Viral load testing has increased: 65% of our clients had a viral load test during COVID-19 to determine the progression of the HIV virus, higher than 60% pre-pandemic.



While these are early days for this new service model, we are encouraged by these early results. We envisage a future where integrated in-person and eServices are an integral part of m2m's standard service delivery. We will be continuing to learn and share our progress, and we plan to convene a Thought Leadership event in November 2021 to examine some relevant themes. If you are interested in attending or participating, please reach out to your regular m2m contact, or to Dillon Mann, Global Communications Director, at dillon.mann@m2m.org.

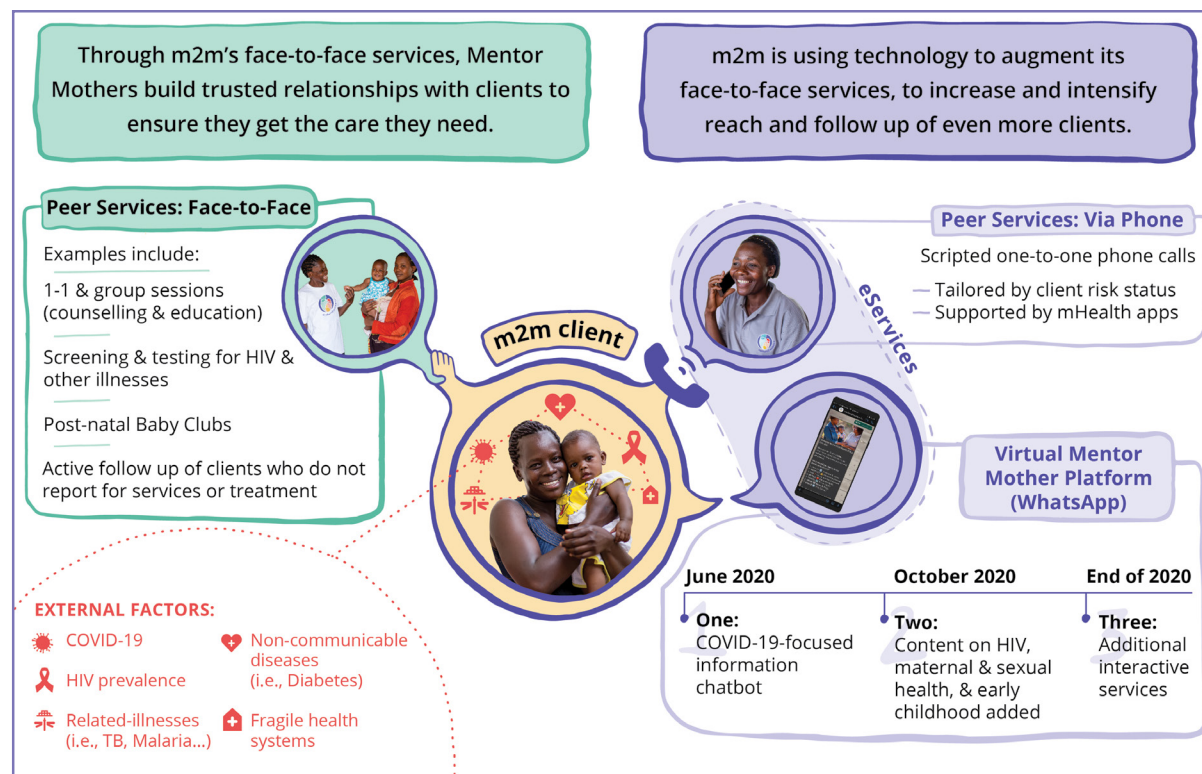
In Focus (Continued)

Peer Services via Phone

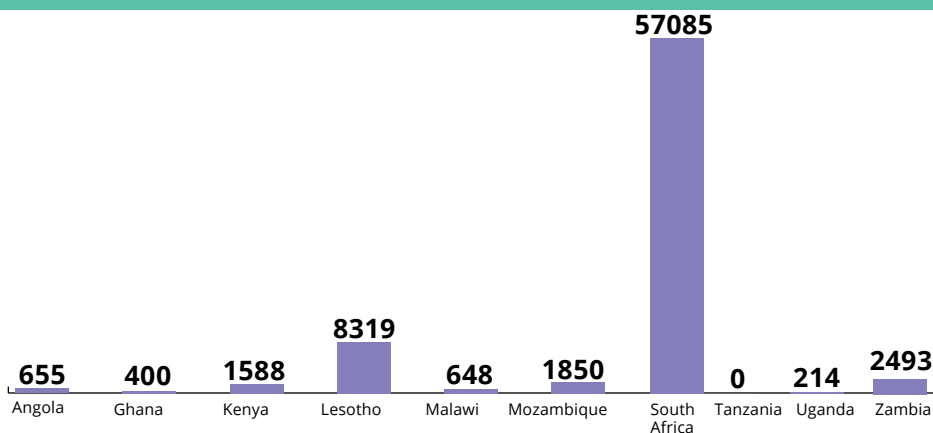
We rapidly re-purposed our electronic appointment diary as a service delivery tool. Now, Mentor Mothers largely use phone calls to provide clients with routine, continued follow up and support when they are unable to meet their clients in person due to lockdowns and other restrictions related to COVID-19. Some clients have also requested that short messages be sent to them via SMS and WhatsApp to remind them of upcoming appointments.

Virtual Mentor Mother Platform (VMMP)

This interactive chatbot tool, running on the messaging platform WhatsApp, enables users in nine countries, where we operate, to access vital health information and service referrals on COVID-19 and other health topics—such as safe motherhood, healthy childhood, teen health, living with HIV, chronic disease, and family health—from a trusted source at their convenience and in their preferred language. Clients can easily share this information with family and friends. Working with a trusted service provider, we developed and rolled out this tool in a matter of months. We have rapidly moved these services to scale, and content is available in almost 30 languages.



Clients Reached, eService Delivery (PvP & VMMP) (Q1 2021)



Cumulative Progress Towards eService Targets (Q1 2021)

