



T-MARC TANZANIA

Serving Communities, Improving Lives



ANNUAL REPORT 2019



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Acronyms & Abbreviations

ADP Mbozi	Actions for Development Programmes
AGH	Amani Girls Home
AICT	Tabora Africa Inland Church Tanzania - Tabora
AIDS	Acquired Immunodeficiency Syndrome
ART	Antiretroviral Therapy
BRELA	Business Registration and Licensing Agency
CHW	Community Health Workers
CoAG	Cooperative Agreement
COCODA	Concern of Orphans and Development Association
CR	Comic Relief
CSO	Civil Society Organisation
CSR	Corporate Social Responsibility
CV	Community Volunteer
DC	District Council
ELCT-ELVD	The Evangelical Lutheran Church of Tanzania- East of Lake Victoria Diocese
FCPA - PP	Fellow Certified Public Accountant - Public Practise
FHI 360	Family Health International
FM	Frequency Modulation
FP	Family Planning
GEP	Girls Empowerment Project
GSK	GlaxoSmithKline
HIV	Human Immunodeficiency Virus
HPS	Health Promotion Section
IDYDC	Iringa Development of Youth Disabled and Children Care
IESBA	International Ethics Standards Board for Accountants
IFRS	International Financial Reporting Standards
IMO	Iringa Mercy Organization
IPC	Interpersonal Communication
ISA	International Standards on Auditing
JIDA	Jikomboe Integra Development Association
KASODEFO	Kawiye Social Development Foundation
LGA	Local Government Agencies
LLINS	Long Lasting Insecticide Nets
MC	Municipal Council
MEL	Monitoring Evaluation and Learning
MHM	Menstrual Hygiene Management
MNCH	Maternity, Newborn and Child health
MoHCDGEC	Ministry of Health, Community development, Gender, Elderly and Children
NBAA	National Board of Accountant and Auditors
NGO	Non-Government Organization
NMCP	National Malaria Control Program
NSSF	National Social Security Fund
PC	Peer Champions
PEPFAR	President Emergency Plan for AIDS Relief
PLHIV	People Living with HIV
PORALG	President Office- Regional Administration and Local Government
PRRR	Pink Ribbon Red Ribbon
PSI	Population Services International
PSSF	Public Social Security Fund
Rafiki SDO	Rafiki Community Development Organization

Acronyms & Abbreviations

RH	Reproductive Health
RHMT	Regional Health Management Team
SBCC	Social and Behaviour Change Communication
SHDEPHA	Service, Health and Development for People Living with HIV/AIDS
SRH	Sexually Reproductive Health
STDs	Sexually Transmitted Disease
SUMASESU	Support Mankindto Self Support
TAI	Thubutu Africa Initiatives
TACEDE	Tabora Advocacy Center fo Development
TB	Tuberoulosis
TDFT	Tabora Development Foundation Trust
THAT	Tandabui Health Access Tanzania
TMA	Total Market Approach
TMDA	Tanzania Medicine and Medical Devices Authority
TSMP	Tanzania Social Marketing Program
TUKUTA	Tushirikiane Kutokomeza Ukimwi Tanzania
USAID	United State Agency for International Development
USESA	United State Agency for International Development Social Enterprise Support Activity
VVT	Vijana Vision Tanzania



About T-MARC

T-MARC Tanzania originated from a USAID funded project in 2005 and was first registered in 2007 as a local organization. T-MARC was re-registered in 2011 as T-MARC Tanzania under the NGO Act of 2002. Currently, T-MARC operates in all regions in Tanzania with its main office and warehouse facilities in Dar es Salaam. T-MARC has established a close working relationship with the Government of Tanzania and the Ministry of Health, a solid reputation among international donors and key development partners, effective systems and procedures, products with high brand equity. T-MARC benefits from strong

private sector leadership, with many of its Board of Directors from senior management positions in the private sector.

Our socially marketed products and behaviour change communication initiatives address pertinent health issues in Family Planning (FP), Tuberculosis (TB) and reproductive health, child survival, water and sanitation, nutrition and communicable/non-communicable infections like malaria, HIV/AIDS and cervical cancer.

Mission & Vision



Mission

T-MARC Tanzania's Mission is to contribute to the well-being of Tanzanians by and engaging in effective charitable activities and diverse partnerships among multiple players in providing education and public health support, whereby everyone has access to affordable, quality products and services and the information needed to live a better life.

Vision

T-MARC Tanzania is committed to becoming a leader in creating sustainable solutions by utilizing the Organisation's Four P's Approach:

People:

Reaching out to all Tanzanians with special focus on the under-served and most-in-need groups in society, while promoting continued growth in staff expertise.

Portfolio:

Managing a diverse set of charitable projects that advance the field of social marketing and communications for the benefit of Tanzanians.

Partnerships:

Promoting new collaborations with partners from the public, private and non-profit sector and working with a diverse group of donors throughout Tanzania.

Place:

Facilitating the Organization's reach throughout Tanzania with extensive knowledge of the Country and areas where the most-at-risk groups in society reside; using innovative technologies to produce research data linked to locations to improve results.

Core Values

T-MARC Tanzania holds itself to the highest levels of integrity and has a strong commitment to the following core values:

Leadership:

T-MARC Tanzania strives for top results in the charitable initiatives it undertakes, stepping forward with innovative ideas, bringing together new partners and staying on the cutting edge of innovations in social marketing for public use to minimize health problems to the under-served and most-in-need groups in the society.

Partnership:

T-MARC Tanzania is part of a larger team, working with stakeholders, government donors, collaborating agencies and others to combine resources, strengths and skills to achieve desired success.

Accountability:

T-MARC Tanzania is a charitable Organisation committed to achieving the highest levels/standards of transparency and ethics in all financial, management and partnership activities undertaken by holding itself accountable to donors, partners and beneficiaries of its programmes.

Passion:

Staff at T-MARC Tanzania maintains personal and professional enthusiasm for their charitable work and are driven by a sense of purpose and a desire to do all that they can to help improve the social conditions of Tanzanian families and society in general.

Respect:

T-Marc Tanzania puts first respect for the people in Tanzania, revering diversity, valuing strengths and skills and working collaboratively with the beneficiaries of its services, products and programmes.





Our Goal & Objectives

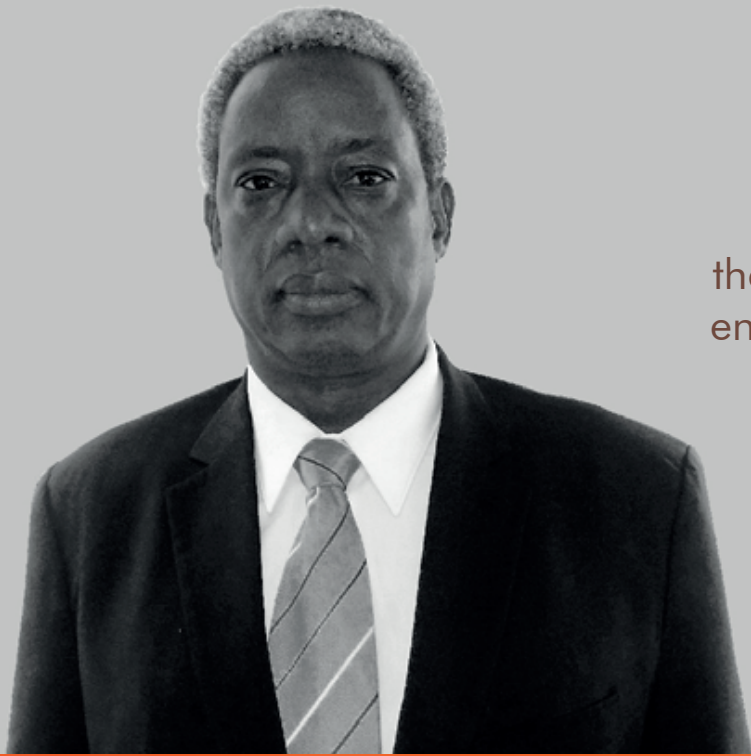
Goal:

The primary goal of T-MARC Tanzania is to ensure charitable, cost-effective marketing and distribution of health products; promoting broad-based communication initiatives; establishing and strengthening partnerships and collaborating with other agencies in public health activities in line with its Mission, Vision and Core Values.

Objectives:

The primary objectives of T-MARC Tanzania are to:

- Develop and manage a cost-effective marketing, sales, and distribution network that will help key populations access branded products and services addressing health, social and economic challenges.
- Develop and manage targeted behaviour change communication initiatives that empower Tanzanians to take actions that improve their health and wellbeing.
- Establish and maintain practical partnerships with international agencies and local organizations from Tanzania's governmental, commercial, and civil society sectors for key roles in current programs.



“The board has during the year, worked with a focus on ensuring the organization’s legal obligations and compliance to both government and donors.”

Message from the Chairman of the Board

Friends, Supporters, Colleagues!

The board has during the year, worked with a focus on ensuring the organization’s legal obligations and compliance to both government and donors. This includes mapping out possible frameworks for T-MARC strategic direction in the coming years. It has also been a period of fine tuning our understanding of government priorities in the health sector

and alignment to them. It is my desire that T-MARC will become a leading and reputable NGO that is efficient in both its social enterprise and program endeavours resulting in significant positive social impact.

I am also pleased to say that despite a delay in completing phase 2 of our strategic plan, we have done so and are back on course for a more produc-

tive 2020. The extension of our flagship project USESA will diversify of product portfolio and serve as a key pathway to social impact.

On behalf of the Board of Directors, I am pleased to submit the 2019 annual report for T-MARC Tanzania.

Charles G. Singili
Board Chairperson



“The year 2019 marked an all-out commitment to finalize the second phase of the current strategic business plan (2017-2021) in terms of expanding T-MARC’s product range.”

Message from the Managing Director

Hello, Habari!

The year 2019 marked an all-out commitment to finalize the second phase of the current strategic business plan (2017-2021) in terms of expanding T-MARC’s product range. Key to this achievement has been the successful extension of the USAID Social Enterprise Support Activity (USES A) for a further 5 years. New product lines have been researched, identified, globally procured and successfully launched in early 2020. This will contribute to balancing risk in T-MARC’s investment portfolio and realization of both organization and product sustainability.

In addition to USES A, T-MARC has continued to implement Social Behaviour Change Communication (SBCC) projects from ongoing grants. Income from grants are key to spreading administrative costs across donors and reducing the burden on USES A. These projects include USAID Tulonge Afya (UTA) and “Badilisha Tabia, Tokomeza Malaria” (BTTM) funded by the Comic Relief/GSK Partnership for malaria. Both projects have raised T-MARC’s visibility at national government, LGA and grassroots level across 24 districts they work in.

Following the Presidents Emergency Plan for AIDS Relief (PEPFAR) Guidance for 2019 to have

70% of projects implemented by the local partners by 2020 with International NGOs (INGOs) providing technical assistance, T-MARC has been a recipient of the Non-U.S. Organization Pre-Award Survey (NUPAS) as a tool for strengthening organization systems in preparation to meet minimal USAID standards.

As T-MARC eyes completion of the 3rd phase in 2020, discussions on frameworks for the next strategic plan have been held at the Board and Management levels. Key documents such as the constitution and policies have been under review to complement T-MARC’s sustainability objectives.

Sincerely,

Tumaini R. M. Kimasa

Managing Director



Sustained and grown market share of existing products and services

4.9%

Tanzania HIV Impact Survey
2016-2017

38%

amongst married women

54%

sexually active unmarried women
(TDHS/MIS 2015-2016)

Equitable access

T-MARC works with the Tanzanian Commission for AIDS (TACAIDS), the National AIDS Control Programme (NACP) and stakeholders on the Total Market Approach (TMA) to support equitable access of condoms for sexually active adults in Tanzania. This impacts on reduced HIV/STI infection rates.

Demand generation

Secured 5 year extension of the USAID Social Enterprise Activity (USESA), T-MARC's flagship project. Tanzania is experiencing a generalised HIV epidemic with a national prevalence of 4.9% Tanzania HIV

Impact Survey (THIS 2016-17), low contraceptive use of 38% amongst married women, and 54% sexually active unmarried women (TDHS/MIS 2015-16) and a large unmet need for family planning. According to WHO, UNFPA and UNAIDS, condom programming has shown to be one of the most effective and sustainable prevention methods for HIV/AIDS, STIs and unintended pregnancies. Additionally, provision of Oral Contraceptive Methods (OCs) through social marketing is an important means for ensuring women have access to modern family planning methods when they need them.



USESAs aims to improve the health status and sustain economic growth in Tanzania by preventing the spread of disease (particularly HIV/AIDS) and unwanted pregnancies through the attainment of the following objectives

- Increase the supply and Sales of Dume Condoms and Flexi P OCPs to target willing and able to pay for these products.
- Increase the effective demand among target consumer groups for Dume and Flexi P products.
- Transition T-MARC's health products (Dume and Flexi P) marketing from grant dependence to a self-sustaining social enterprise.

USESAs adopts social enterprise approaches and tools to transition Dume and Flexi P products to full cost recovery and ensure their sustainability without donor support by 2019. The project targets middle-income audiences with ability to pay for the full commercial value of the products. T-MARC works collaboratively with other market players to segment the condom and OCP markets in a manner that increases the user base for these products to achieve market growth. USESA works with private sector distributors on a win-win basis to expand accessibility of Dume and Flexi P in urban centers.

Product sales

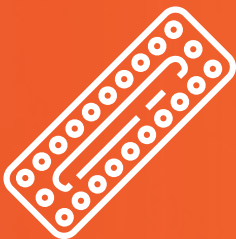


In 2019, total of
19,941,826
condoms was sold

volume growth of
86.2%
condoms was sold

Dume Condoms

In 2019, total of 19,941,826 condoms was sold. This represents a substantial volume growth of 86.2% on last year's achievement where 10,707,675 condoms were sold. Despite the stock out challenges experienced in the last quarter of the year, sales increase was mainly attributed to geographical market expansion of sales activities and various trade promotions conducted during the year.



In 2019, total of
309,024
cycles were sold in
quarter 1 only

decrease of
66.5%
from last year

FlexiP Oral Contraceptives

This year, 309,024 cycles were sold in quarter 1 only, a decrease of 66.5 % from 921,744 cycles last year. This sales performance was by and large due to supply chain issues resulting in stock out.

Quarter	Q1		Q2		Q3		Q4		TOTAL	
Product	Sales	DALYs	Sales	DALYs	Sales	DALYs	Sales	DALYs	Sales	DALYs
Dume Condoms	138,672	1,591	1,570	18	10,958,112	125,730	8,843,472	101,468	19,941,826	228,807
Oral Contraceptive	309,024	12,291	—	—	—	—	—	—	309,024	12,291

Partnership and collaboration

T-MARC regularly attends the MoHCDGEC TWG on Commodity Security for RCHS



Introduced new products to tap into new customer preferences

Demand generation

Visits were made by members of the senior management to China and India to meet with product manufacturers with support from (Shops) Plus. Sustaining Health Outcomes through Private Sector (SHOPS) Plus is a USAID leading initiative in private sector health. The

project mobilizes international and local private sector expertise and resources to develop sustainable solutions to public healthcare needs in Tanzania. SHOPS Plus works to increase the provision of priority health products and services in Tanzania through strategic expansion of private sector approaches.

With insights from the visits new products were identified and procured including disposable sanitary pads, panty liners, baby and adult baby diapers. The products are to be formally launched in early January, 2020



Financial viability

A market assessment was done which included the 4Ps in determining the financial viability of the new products in the Tanzanian market.

Partnership and collaboration

Throughout the process of identify and introducing new products domestically, technical assistance was provided by USAID through (Shops)Plus.

Increased grant funded projects to pursue social mission

Demand generation

T-MARC continued to roll out the USAID Tulonge Afya Project (UTA) in 15 target regions delivering integrated SBCC messages for target audiences in HIV/TB/FP/Malaria/MNCH with the ADDED approach.

USAID Tulonge Afya project is implemented in partnership with FHI360 (as the prime partner), and Kangaroo Media. Funded by the United States Agency for International Development (USAID), the project aims to catalyse opportunities for Tanzanians to improve their health status (especially of women and youth) by transforming socio-cultural norms and supporting the adoption of healthier behaviours through achievement of the following intermediate results;

Improved ability of individuals to practice healthy behaviours

Result 1

Strengthened community support for health behaviours

Result 2

Improved systems for coordination and implementation of Social and Behaviour Change Communication (SBCC) interventions

Result 2



The project works closely with sister project USAID Boresha Afya, which is mandated to strengthen the provision of health services across 29 districts in Tanzania. USAID Tulonga Afya provides SBCC support for Boresha Afya to drive community members' demand for health services. The project covers 19 regions of Tanzania Mainland which are Arusha, Kagera, Geita, Shinyanga, Kigoma, Mara, Mwanza, Tabora, Singida, Iringa, Njombe, Mtwara, Morogoro, Lindi, Ruvuma, Dodoma, Kilimanjaro, Manyara and Simiyu. The project also provides Technical Assistance to Zanzibar via the Zanzibar Malaria Elimination Program (ZAMEP).

As a sub recipient to the prime partner, T-MARC Tanzania plays a significant role in achieving the above result areas

through the regionalization of SBCC material, implementation of small grants program and facilitating the roll out of approved capacity strengthening and coordination frameworks in 15 of the 29 enhanced districts. T-MARC Tanzania works closely with the Health Promotion Section (HPS) at regional and district levels to enhance ownership and coordination of SBCC activities by the Ministry of Health, Community Development, Gender, Elderly (MoHCDGEC) and PORALG in target areas. Moreover, T-MARC facilitates regional SBCC adult and youth platforms where SBCC stakeholders meet on a regular basis to share learning and experiences.

Achievements



149,701

pregnant women and their partners



50,623

un-married female youths



65,256

male youths across the 15 districts

Rolled out the youth platform (Sitetereki) small group interpersonal communication (IPC) sessions (i.e. Juma and Subira packages respectively) as well as adult platform's (Naweza) pregnancy and childbirth Social Behaviour Change Communication (SBCC) package at community level reaching over 149,701 pregnant women and their partners, 50,623 un-married female youths and 65,256 male youths across the 15 districts



149,859
target audiences

Rolled out cultural theatre events, through 30 cultural theatre groups across 3 zones and reached 149,859 target audiences for both Naweza pregnancy and childbirth package and the youth package.



722,631
(394,814 male and 327,817 females)



4,106
(2,491 females and 1,615 males)

In support of Furaha Yangu campaign, T-MARC rolled out SBCC activities through the 134 newly recruited Treatment Advocates or “Wakiri Tiba” across 23 PEPFAR supported high volume sites in Iringa, Njombe and Tabora to support adherence and retention to Antiretroviral Therapy (ART) among people living with HIV/ADS (PLHIV) and index testing to partners and biological children’s and PLHIV among their family members. Additionally, T-MARC continued to support Furaha Yangu national HIV testing and treatment campaign through targeted community mobilisation and sensitization activities across 722,631 people (394,814 male and 327,817 females). TAs reach is of 4,106 people (2,491 females and 1,615 males)



15
District

Capacity strengthening provided through supportive supervision and quarterly meetings with CSOs and volunteers. This was done in collaboration with regional and district Health Promotional Section (HPS) and President’s office Regional Administration and Local Government (PoRALG) across all the 15 districts aimed at providing on-site support to CSO staff and volunteers in order to ensure quality delivery of community level activities.



26,009
Coupons Distributed

Continued to use the Service Invitation Coupon system through CHWs, CVs and PCs. A total of 26,009 coupons were distributed to target audiences and 11,558 were redeemed.



Mid media

T-MARC started the implementation of mid-media activities to promote ITN use in Zanzibar



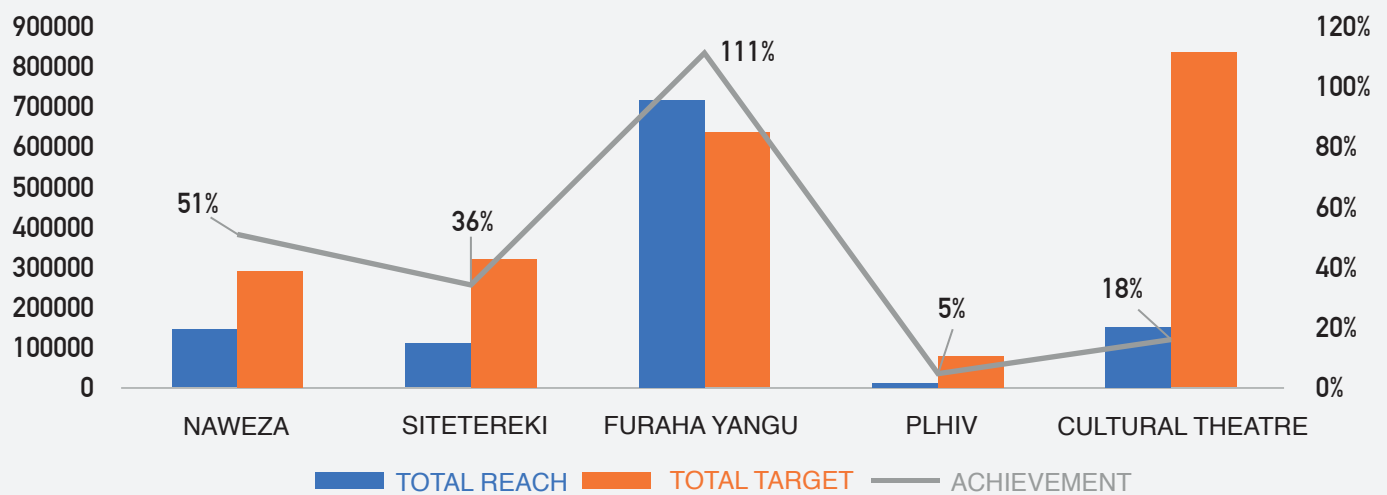
7 community
radio stations.

Rolled out participatory community radio programs to localize and tailor content from regional and national programming, this was implemented across the three zones via 7 community radio stations.

Reach numbers (Jan-Dec 2019)

INTERVENTION	WOMEN REACHED	MEN REACHED	TOTAL REACHED	TOTAL TARGET	ACHIEVEMENT
NAWEZA	94285	55416	149701	294192	51%
SITETEREKI	50623	65256	115879	322060	36%
FURAHA YANGU	327817	394814	722631	637868	113%
PLHIV	2491	1615	4106	82109	5%
CULTURAL THEATRE	73099	76760	149859	829027	18%

Achievement in Percentage



Badilisha Tabia, Tokomeza Malaria

T-MARC also continued to implement the “Badilisha Tabia, Tokomeza Malaria” Project (BTM) activities funded by the Comic Relief/GSK Malaria Partnership in Simiyu and Shinyanga region. T-MARC managed to secure additional funding to integrate vector control and SBCC work by way

of CHWs. This is in support of a GoT priority in its commitment to eliminating malaria. The “Badilisha Tabia, Tokomeza Malaria” (Change Behaviour, Eradicate Malaria) project is a 24 month project funded by the Comic Relief/GSK partnership on malaria and addresses behavioural barriers

for malaria prevention, diagnosis and treatment among pregnant women, lactating mothers and children under the age of five. This is done through implementing Social Behaviour Change Communication (SBCC) activities around 5 key outcome indicators including:



reducing malaria
prevalence from

7.3%
to **1%**

- Correct and consistent use of ITNs among target audience (pregnant women, lactating mothers, and caretakers of children under 5 years)
- Prompt care-seeking behaviour (demand) among target audience (pregnant women, lactating mothers, and caretakers of children under 5 years)
- Increase adherence to treatment regimen among target audience (pregnant women, lactating mothers and caretakers of children under 5)

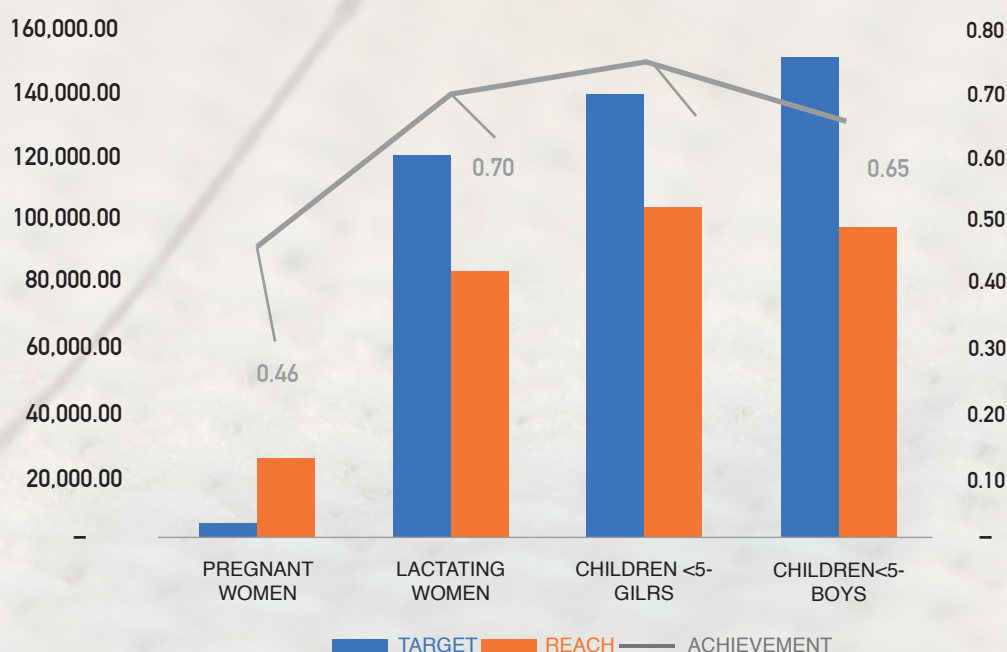
- Increased delivery of friendly services at health facilities by providers
- Improved support for vector control to local government authorities (LGAs) in Ushetu, Busega and Bariadi districts through biolarvicide support.

The project outcomes contribute to the national goal of reducing malaria prevalence from 7.3% to <1% by year 2020. The project currently works in Simiyu region (all districts) and Shinyanga region (3 districts).

Achievements

- Assessed and recruited 3 CSOs as subgrantees (2 in Simiyu, 1 in Shinyanga).
- Conducted project introduction meetings with LGAs in Shinyanga and Simiyu regions.
- Printed and distributed adapted IEC/SBCC material for project in collaboration with the National Malaria Control Program (NMCP) and Health Promotion Section (HPS).
- Recruited 323 CHWs in two phases (with at least one CHW for each ward in targeted district councils) in collaboration with LGAs.
- Rolled out CHW IPC sessions in all wards of each target activities at household and ANC levels.
- Rolled out mid media activities through cultural theatre.
- Developed media plan and engaged 3 community radio stations to air talk shows and jingles (Kahama FM, Sibuka FM and Bunda FM).
- Trained 72 CHWs from 3 pilot districts (Ushetu, Busega and Bariadi DC) as community based biolarviciding applicators with technical support from NMCP.

TARGET GROUP	TARGET	REACH	ACHIEVEMENT
PREGNANT WOMEN	5,443.00	25,474.00	0.46
LACTATING WOMEN	120,312.00	83,728.00	0.70
CHILDREN <5 - GIRLS	138,759.00	103,676.00	0.75
CHILDREN <5 - BOYS	150,322.00	98,303.00	0.65



In celebration of PEPFAR's ten year support in combating HIV/AIDS, T-MARC implemented a Truck Driver testing activity in Songwe region in collaboration with LGA service providers. T-MARC also used community radio to encour-

age HIV testing among long haul truck drivers. The project aimed to support the National Test and treat Campaign "Furaha Yangu" by encouraging truck drivers in Tunduma district- Songwe region to voluntarily test for HIV.

Achievements

- Sourced SBCC materials to support the project from partners including USAID Boresha Afya Project and SAUTI project implemented by the Jhpiego.
- Engaged the National Council of People Living with HIV and AIDS (NACOPHA) which provided valuable support in linking the project to persons living with HIV (PLHIV) who gave testimonies during the project's HIV prevention sessions and live radio programs. Conducted audience mobilisation activities through:

- an influencer who is well known among truck drivers in the target truck stops.
- Outreach educators who visited the truck stops sites to inform people of the ongoing project activities.

- Contracted Ilasi radio station to promote project activities and oriented 2 radio presenters on project activities and media objectives.

- Recruited the services of the former DAC of the Tumduma Council to participate during live radio interviews as the health expert.

- Aired two live radio sessions on benefits of HIV testing.

728

truck drivers and their assistants (727 male and 1 female)

8

were HIV positive (1%)

tested

82

(FSW) & (WETS)

7

were HIV positive (9%)

- Conducted outreach HIV counselling and testing activities across six truck stops in Tunduma district council- Reached 728 truck drivers and their assistants (727 male and 1 female) with HIV testing services, of whom 8 were HIV positive (1%). Additionally, the project tested 82 female sex workers (FSW) and women engaging in transactional sex (WETS), of whom 7 were HIV positives (9%). All HIV positive persons were referred to treatment.

- Conducted small group session on HIV prevention and treatment in each of the testing sites- Reached 1,113 people (1,034 males, 79 females) comprising of truck drivers, FSWs and WETS were reached with HIV prevention and treatment education.

Hakuna Wasichoweza Wasichana



The “Hakuna Wasichoweza Wasichana” Girls Empowerment Project (GEP) funded by the Voda-com Tanzania Foundation, targets primary school girls in Lindi region and is designed to bring a difference in school attendance and performance by equipping girls with the necessary skills and knowledge about Sexual Reproductive Health (SRH), Menstrual Hygiene Management (MHM), sexuality and the need to delay onset of sexual debut.

Project Objectives

- To improve school attendance of 1,600 young girls in Lindi Region of Tanzania through sustainable provision of low-cost sanitary pads in order to help them manage menstruation with dignity by the end of the project.
- Provide behaviour change communication messages to reduce risky sexual behaviour among 1,600 young girls and delay the onset of sexual debut as a means to reduce schoolgirl pregnancies, school drop outs and sexually transmitted diseases like HIV by project closeout.
- Increase public awareness to break the silence on the menstrual hygiene management and related challenges through an advocacy campaign at all levels

Project Objectives

- To improve school attendance of 1,600 young girls in Lindi Region of Tanzania through sustainable provision of low-cost sanitary pads in order to help them manage menstruation with dignity by the end of the project.
- Provide behaviour change communication messages to reduce risky sexual behaviour among 1,600 young girls and delay the onset of sexual debut as a means to reduce schoolgirl pregnancies, school drop outs and sexually transmitted diseases like HIV by project closeout.
- Increase public awareness to break the silence on the menstrual hygiene management and related challenges through an advocacy campaign at all levels.

The project targeted 18 primary schools in Lindi Municipal Council with provision of education sessions which include:.

Session	Session Name
1	Adolescent needs and rights
2	Reproductive Health
3	MHM (personal hygiene, use and care of sanitary pads)
4	STI's, HIV/AIDS
5	GBV and Life Skills

Achievements



1 308

girls reached with GEP training in 18 primary schools in Lindi MC.



10,872

disposable sanitary pads distributed to 604 eligible girls in 18 primary schools in Lindi MC.



5,320

disposable sanitary pads distributed to 532 eligible girls in 19 primary schools in Lindi DC.



970

reusable sanitary pads distributed to 485 eligible girls in 11 primary schools.



744

disposable pads issued to 372 secondary school girls on Women's Day in Lindi MC.



256

disposable pads issued to young women on Women's Day in Lindi.

Financial Statements

**DECLARATION BY THE HEAD OF FINANCE
FOR THE YEAR ENDED
31 DECEMBER 2019**

Our opinion

In our opinion, the financial statements give a true and fair view of the financial position of T-MARC Tanzania (the "Organization") as at 31 December 2019, and of its financial performance and cash flows for the year then ended in accordance with International Financial Reporting Standards and the requirements of the Non-Governmental Organizations Act. No. 24 of 2002.

What we have audited

The financial statements of T-MARC Tanzania as set out on pages 18 to 45 comprise.

- The statement of financial position as at 31 December 2019.
- The statement of profit or loss and other comprehensive income for the year then ended.
- The statement of changes in equity for the year then ended.
- The statement of cash flows for the year then ended
- The notes to the financial statements, which include a summary of significant accounting policies.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Organization in accordance with the IESBA International Code of Ethics for Professional Accountants (including International Independence Standards) (IESBA Code) and the ethical requirements of the National Board of Accountants and Auditors (NBAA) that are relevant to our audit of the financial statements in Tanzania. We have fulfilled our other ethical responsibilities in accordance with the IESBA Code and the ethical requirements of the NBAA.

Other information

The directors are responsible for the other information. The other information comprises the Organization Information, List of Abbreviations, Directors, Report, Statement of Directors' Responsibilities and Declaration of the Finance Manager but does not include the financial statements and our auditor's report there on.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above and in doing so consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If based on the work we have performed on the other information, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibilities of the directors for the financial statements

The directors are responsible for the preparation of financial statements that give a true and fair view in accordance with International Financial Reporting Standards and the requirements of the Non-Governmental Organizations Act, No. 24 of 2002, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Organization or to cease operations, or have no realistic alternative but to do so.

The directors are responsible for overseeing the financial reporting process.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgement and maintain professional scepticism throughout the audit.

We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the organization's internal control.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the organization's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the organization to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We communicate with the directors regarding, among other matters the planned scope and timing of the audit and significant audit findings including any significant deficiencies in internal control that we identify during our audit.

Report on other legal and regulatory requirements

This report including the opinion has been prepared for and only for organization members as a body in accordance with the Non-Governmental Organizations Act, No. 24 of 2002 and for no other purposes.

As required by the Non-Governmental Organizations Act, No. 24 of 2002, each Non-Governmental Organization shall for every activities calendar year:

- (a) Prepare a report of its activities which shall be made available to the Public, the Council the Board and other stake holders.
- (b) Prepare an annual audited report and submit copies thereof to the Council and the Board. There is no matter to report in respect of the foregoing requirements.



Nelson E. Msuya, FCPA-PP

For and on behalf of Pricewaterhousecoopers
Certified Public Accountants
Dar es Salaam

Date 12th August 2020

T-MARC TANZANIA

**FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2019**

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

	Notes	2019 TZS	2018 TZS
Revenue			Restated
Sales	5	1,727,307,888	1,192,183,000
Cost of Sales	6	2,129,497,085	1,332,552,213
Gross loss		402,189,197	140,369,213
Grants revenue	7	10,436,315,081	8,261,555,760
Other income	8	384,926,426	45,295,849
		10,419,052,310	8,166,482,396
Operating expenses			
Programme cos	9	8,494,219,977	7,404,378,634
Administrative expenses	10	1,539,905,907	716,807,913
		10,419,052,310	8,166,482,396
Income before income tax		384,926,426	45,295,849
income tax expense	11	130,426,648	18,752,222
Net income after tax		254,499,778	26,543,627
Other comprehensive income			
Net income after tax		254,499,778	26,543,627
Other comprehensive items		-	-
Net comprehensive income for the year		254,499,788	26,543,627

T-MARC TANZANIA

FINANCIAL STATEMENTS
FOR THE YEAR ENDED 31 DECEMBER 2019

STATEMENT OF FINANCIAL POSITION

	Notes	2019 TZS	2018 TZS	2017 TZS
ASSETS				
Non-current assets				
Property and equipment	12	1,321,974,358	1,176,823,054	1,232,793,096
		1,321,974,358	1,176,823,054	1,232,793,096
Current assets				
Accounts receivable	13	652,773,315	307,595,242	307,595,242
Placement with banks	14	-	413,808,219	413,808,219
Cash and bank	15	1,565,485,407	1,204,781,986	1,204,781,986
Inventory	16	880,608,903	235,828,042	235,828,042
		3,098,867,625	2,162,013,489	2,874,972,627
TOTAL ASSETS		4,420,841,983	3,338,836,543	4,107,765,723
EQUITY AND LIABILITIES				
Equity				
General reserve		1,627,090,829	1,372,591,051	1,346,047,424
		1,627,090,829	1,372,591,051	1,346,047,424
Liabilities				
Non-current Liabilities				
Deferred income tax	22	85,573,661	85,100,443	85,467,137
Deferred capital grants	17	155,534,830	18,403,810	24,541,310
		241,108,491	103,504,253	110,008,447
Current Liabilities				
Accounts payable	18	394,983,137	486,647,890	352,586,126
Current income tax	19	202,067,083	72,113,653	52,994,737
Deferred inventory grants	20	880,608,903	235,828,042	1,305,216,559
deferred revenue	21	1,074,983,540	1,068,151,654	940,912,430
		2,552,642,663	1,068,151,654	940,912,430
TOTAL LIABILITIES		2,793,751,154	1,966,245,492	2,761,718,299
TOTAL EQUITY AND LIABILITIES		4,420,841,983	3,338,836,543	4,107,765,723

The financial statements on page 23 to 27 were approved for issue by the Board of Directors on 12th August 2020 and signed on its behalf by:



Charles Singili
Chairman



Tumaini R. M. Kimasa
Managing Director



Partnership and collaboration

Relationship with donors, CSOs (subgrantees) and relevant GoT line ministries were well maintained. T-MARC attended various Ministry Technical Working Group (TWG) sessions and workshops. T-MARC also attended the Tanzania National Coordinating Mechanism (TNCM) quarterly meetings for the Global Fund as an observer. MOUs with MoHCDGEC and PO-RALG are currently being pursued to meet GoT compliance requirements.

Transformed internal configuration to effectively transition to cost efficient business model

PEPFAR envisions local NGOs being the primary implementors of project activities in countries it is working in. T-MARC was invited to a workshop in South Africa where participants were oriented on NUPAS, an organization capacity assessment tool. USAID consultants conducted a NUPAS for T-MARC. Gaps identified for improvement were immediately addressed by senior management. This includes upgrade of relevant policies and ERP automated finance system. T-MARC has also made amendments to its constitution to facilitate movement towards sustainability.

Partners



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