



T-MARC TANZANIA

Serving Communities, Improving Lives



ANNUAL REPORT 2020

Acronyms & Abbreviations

AGH	Amani Girls Home
AICT	Tabora Africa Inland Church Tanzania - Tabora
AIDS	Acquired Immunodeficiency Syndrome
BRELA	Business Registration and Licensing Agency
BTTM	Badilisha Tabia Tokomeza Malaria
CHW	Community Health Workers
CoAG	Cooperative Agreement
CV	Community Volunteer
DC	District Council
FCPA - PP	Fellow Certified Public Accountant – Public Practise
FHI 360	Family Health International
FP	Family Planning
GoT	Government of Tanzania
GSK	GlaxoSmithKline
HIV	Human Immunodeficiency Virus,
IESBA	International Ethical Standard Board for Accountants
IFRS	International Financial Reporting Standards
IPC	Interpersonal Communication
IPSAS	International Public-Sector Accounting Standards
ISA	International Standards on Auditing
ITN	Insecticide treated nets
KASODEFO	Kawiye Social Development Foundation
LGA	Local Government Agencies
MIP	Malaria In Pregnancy
MoHCDGEC	Ministry of Health, Community Development, Gender, Elderly and Children
MOCISO	Mwanza Outreach Care and Support Organization
NACP	National AIDS Control Programme
NAFGEM	Network Against Female Genital Mutilation
NBAA	National Board of Accountant and Auditors
NGO	Non-Government Organisation
NMB	National Microfinance Bank
NMCP	National Malaria Control Programme
NPI/NPI EXPAND	The New Partnership Initiatives / Expanding Health Partnership
NSSF	National Social Security Fund
PASADA	Pastoral Activities and Services to People with AIDS Dar es Salaam Archdiocese
PC	Peer Champions
PEPFAR	President Emergency Plan for AIDS Relief
PLHIV	People Living with HIV
PORALG	Presidents Office Regional Administration and Local Government
RH	Reproductive Health
SBCC	Social and Behaviour Change Communication
SHDEPHA+	Service, Health, and Development for People Living Positively with HIV/AIDS
TACAIDS	Tanzania Commission for AIDS
TMDA	Tanzania Medicine and Medical Devices Authority
USAID	United States Agency for International Development
USESA	United States Agency for International Development Social Enterprise Support Activity
UTA	USAID Tulonga Afya Project
VAT	Value Added Tax
ZAMEP	Zanzibar Malaria Elimination Program



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 with 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 product social marketing 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

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;



Partnerships

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



Portfolio

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



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;



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; and



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;



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.



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.



Message

from the
Chairman of the Board

Friends, supporters, colleagues!

I AM happy to inform you that 2020 has been an exciting year for new product development under the USAID Social Enterprise Activity (USESA). T-MARC expanded its product line with the introduction of four new products were launched early in the year and are still being distributed in the market through Fast Moving Consumer Goods (FMCGs) and Pharma businesses.

As the board of directors, we provide oversight on activities implemented by T-MARC. The Board has revisited the constitution and key policies making recommendations for improvements. This activity is still in process as T-MARC prepares for the next 5 year strategic business plan.

One of the recommendations was to increase the frequency of engaging management through the introduction of a third subcommittee in order to efficiently provide critical feedback based on Board skill sets. We have also welcomed 2 new Board Directors (Dr. Amos J. Nsanzangeli and Dr. Gottlieb Samuel Mpangile).

Charles G. Singili

Board Chairperson

I am also happy to see the good work being rolled out by our other projects including the USAID Tulonga Afya Project and the “Badilisha Tabia, Tokomeza Malaria” Project which closed November, 2020.

On behalf of the Board of Directors, I am pleased to submit the 2020 annual report for T-MARC Tanzania.

“

I am happy to inform you that 2020 has been an exciting year for new product development.

BOARD MEMBERS

Our Board of Directors offer a diverse and synergistic range of experience in different areas of business & society .



CHARLES G. SINGILI
BOARD CHAIR MEMBER (CHAIRMAN)



TUMAINI R. KIMASA
Board Secretary



HERI BOMANI
Board Member



ALEX MGONGOLWA
VICE CHAIRMAN



DR. BENNET FIMBO
Board Member



ATHANASIA A. SOKA
Board Member



AIDA N. KIANGI
Board Member



AWAICHI B. MAWALLA
Board Member



DR. MOHAMMED A. MOHAMMED
Board Member



DR. AMOS J. NSANGANZELU
Board Member



DR. GOTTLIEB SAMUEL MPANGILE
Board Member



ALPHA JOSEPH
Staff Representative



Message

from the
Managing Director

Hello, Habari!

T-MARC's main objective in 2020 include ensuring that our expanded product line is well positioned and sustained in the market place. We have also been ensuring that our internal policies and procedures are suited to improve and accommodate larger grants, strengthen and establish new partnerships with stakeholders (including government), and meet our deliverables in projects we are engaged in. To this end, I have been working closely with the Board of Directors and members of the Executive Committee to improve on gaps identified in statutory audit reports. Key to this has been the upgrading of our automated systems to integrate data from finance (including product sales), procurement and Human Resource Management. I am happy to say that this work has started and hopefully will be completed in the first quarter of 2021.

T-MARC also achieved a key strategic objective in launching new product lines under the USESA Project including Flowless sanitary pads, Smiley sanitary pads and Harmony adult diaper.

Sincerely,
Tumaini R. M. Kimasa
Managing Director

The event was graced by Ms. Sophia Mjema, the Ilala District Commissioner, with the participation from key stakeholders, such as USAID representative, T-MARC board members, and other Invitees including Government stakeholders, Civil Society Organizations, regional distributors, student leaders from different universities and celebrity influencers from film and music industries as well as celebrity entrepreneurs.

The year also saw the close out of the "Badilisha Tabia, Tokomeza Malaria" Project in Shinyanga and Simiyu regions. This project was funded by the Comic Relief and GSK partnership for malaria of which I am grateful to as it has positively impacted on beneficiaries. The USAID Tulonga Afya Project under FHI360 has also been performing well in 15 target districts.

I welcome you all to read our 2020 report.

“

T-MARC's main objective in 2020 include ensuring that our expanded product line is well positioned and sustained in the market place



Sustained and grown market share of existing products and services

T-MARC Activities

USAID SOCIAL ENTERPRISE ACTIVITY(USESA)

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

4.9%

Tanzania HIV Impact Survey
2016 - 2017

38%

Married Women
(TDHS/MIS 2015-2016)

54%

Unmarried Women
(TDHS/MIS 2015-2016)

USAID Social Enterprise Activity (USESA)



The Journey to Self-Reliance is a strategy implemented by USAID to support partners such as T-MARC Tanzania to strengthen organization capacities and achieve locally sustained results. This initiative is done through the USAID Social Enterprise Activity (USESA).

USESA 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.
- ✓ Expansion of T-MARC's product line

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.



USESA utilizes social enterprise approaches and tools to transition health products such as the "Dume" male condom and the Flexi P Oral Contraceptive Pill (OCP) to full cost recovery to ensure their sustainability without donor support at the end of 2024.

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 2024. 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.



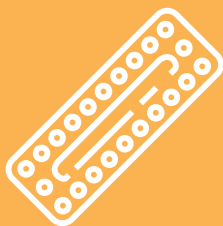
TOTAL DUME:

12,281,976

DUME CLASSIC
10,738,656

DUME DESIRE
764,856

DUME EXTREME
778,464



FLEXI P Oral Contraceptive Pill:

1,034,664



**SOCIAL IMPACT
OF PRODUCT DISTRIBUTION**

Total DALYs Averted 135,497

Total CYPs Dume & Flexi P 171,327

new products



Introduced new products to tap into new customer preferences

On 15th January 2020, T-MARC managed to successfully launch its phase one of the new products under the social enterprise wing, namely Flowless sanitary pads, Smiley sanitary pads and Harmony adult diaper.

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



New Partnership Initiative (NPI) EXPAND

New Partners for Better Health



On August 20, 2020 T-MARC implemented a technical assistance activity under the NPI-EXPAND Project implemented by the Palladium Group. The purpose of this activity was to provide enable members of Village Loans and Savings Groups (Worth Yetu Groups) with business planning, sales and marketing skills for production and sale of non-medical masks and soap in contribution to the COVID-19 response. These groups (25) are managed by 3 CSOs namely Pastoral Activities and Services to People with Aids Dar es Salaam Archdiocese (PASADA), Mwanza Outreach Care and Support Organization (MOCOSO) and Network Against Female Genital Mutilation (NAFGEM). and PASADA based in Dar es Salaam has 10 Worth Yetu groups. The project had the following objectives:

- ✓ Train the WORTH Yetu groups in business planning and marketing.
- ✓ Provide technical assistance to the WORTH Yetu groups to develop business plans.
- ✓ Train the WORTH Yetu groups in business planning and marketing.
- ✓ Provide technical assistance to the WORTH Yetu groups to develop business plans.

By the end of December 2020, T-MARC had developed training material and had conducted training to CSO staff and Worth Yetu group members. The activity is set to implement the next hase which includes branding skill and production of non-medical masks and soap.



USAID Tulonge Afya Project (UTA)



5 Regions
15 Districts

T-MARC implemented community level activities for USAID Tulonge Afya across its 15 enhanced districts. Specifically, T-MARC continued to conduct community mobilisation and sensitization activities in support of the adult and youth platforms i.e NAWEZA (targets adults across the life stages of pregnancy and childbirth and caregiving for children under five), and SITETEREKI (offers health information and support that benefits all youth and promotes behaviors that are relevant to every young person in Tanzania) as well as the national HIV test and treat Campaign “Furaha Yangu” that focuses on focused on HIV/AIDS testing, care, and treatment. Integrated SBCC messages in HIV/TB/FP/Malaria/MNCH were delivered to target audiences.

USAID Tulonge Afya project is implemented in partnership with FHI360 as the prime partner. 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;

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). 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.



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 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.

Beyond the grants program in the above mentioned 15 districts, T-MARC also supports the project to implement activities at national and sub-national levels. These activities have so far included:

- ✔ Leveraging the work of Treatment Advocates under National Commission for People living with HIV (NACOPHA) to promote early ART enrollment and adherence in care, and link loss to follow clients back to care and treatment services in Tabora, Iringa and Njombe.
- ✔ Supporting 11 community radio engagement and community radio programs across the 29 enhanced districts.
- ✔ Below the Line opportunities to sustain the visibility of USAID Tulonga Afya platforms across all of the project's 29 focal districts.
- ✔ Mass media activities at national and regional level to support the project's communication platforms (NAWEZA, SITETEREKI and FURAHA YANGU).
- ✔ Social influencers support for NAWEZA, SITETEREKI and FURAHA YANGU.
- ✔ Demand generation support for the School Net Program (SNP) through radio activities in PMI regions with SBC activities promoting net use, care and repair in Zanzibar.





Achievements

Through Naweza IPC activities, T-MARC reached 210,983 pregnant women and their partners with the Pregnancy and Child birth package and 110,250 parents and caregivers of children under five were with the Parenting and Caregiving Package.

For Sitetereki, 140,981 out of school male youths and 137,313 female youths were reached with messages on condom use, HIV testing, VMMC and modern contraceptive methods use.

For Furaha Yangu, 201,899 people were reached with HIV testing and treatment messages. Through Treatment Advocates “Wakiri Tiba” activities in Iringa, Njombe and Tabora, 22,942 People Living with HIV/AIDS (PLHIV) were reached with messages on adherence and retention to Antiretroviral Therapy (ART)); and index testing to their partners and biological children.

The target audiences were provided with referrals to access health services at the nearby health facilities using the Service Invitation Coupon system through community volunteers. A total of 32,082 coupons were distributed to target audiences and 21,565 were redeemed.

Supported awareness creation activities for the School Net Program (SNP) in 10 PMI regions (Lindi, Mtwara, Ruvuma, Morogoro, Pwani, Tabora, Katavi, Shinyanga, Simiyu and Mara); and the continuous net distribution program in Zanzibar, implemented through the Zanzibar Malaria

Elimination Program (ZAMEP). Thorough community theatre activities 2,234,433 people were reached across the 10 PMI regions and 141,684 people were reached in Zanzibar.

Implementation of Tulonga Afya’s mass media and social influencers activities. This included, community radio programming; and strategic program sponsorships and advert placements on regional and national media in support of Sitetereki, Naweza and Furaha Yangu.

T-MARC also engaged radio and social media influencers to support the priority behaviors through presenter mentions and digital posts.

The Mother Meet Up events that involves mothers and caregivers of children below two years were implemented during this financial Year. The aim of these events are to empower parents and caregivers with the information, motivation, skills and support (peer & community) that they need to adopt and maintain priority health behaviors that will protect the health and overall wellbeing of their child/children from birth through to 5 years, focusing on the first 1,000 days. A total of 25 events were conducted. Each event engaged 50 women through a participatory edutainment games, competitions, music, testimonial sessions and group discussions.



210,983

Reached pregnant women and their partners.



140,981

Male Youth



137,313

Female Youth

reached with messages on condom use



201,899

reached with HIV testing



22,942

People Living with HIV/AIDS



32,082

Coupons were distributed



21,565

were redeemed



“Badilisha Tabia, Tokomeza Malaria”

T-MARC continued to implement the “Badilisha Tabia, Tokomeza Malaria” Project (BTM) activities funded by the Comic Relief/GSK Malaria Partnership in Simiyu and Shinyanga region. The project closed this year.

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:

- ✔ 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

Completed 2nd phase of community radio activities

Reach Numbers

Community Radio	Talk shows	Repeats	Presenter Mentions	Radio Spots
Kahama FM	20	20	485	485
Bunda FM	21	21	452	590
Sibuka	20	20	413	560
Total	60	63	1,350	1,635

Rolled out of IPC activities in all target wards. These include household visits and clinic day health education sessions for pregnant women.

Target Group

Reach



pregnant women

135622



Lactating mothers

309670



Caretakers

487,104



Children <5-Girls

470741



Children <5 - Boys

425891

Rolled out mid media activities

- ✓ Number of media activities - 23
- ✓ Number of people reached - 4,838

District	Biolarvicides (litres)	Repeats
Ushetu DC	10,00	10
Bariadi	680	10
Busega DC	660	10
Total	2,340	30



Supported 3 LGAs with biolarvicides

Project collaboration 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. The Comic Relief/GSK partnership enabled partnership and collaborations with organizations such as Tanzania Communications and Development Centre (TCDC), Clinton Health Access Initiative (CHAI) and the Association of Private Health Facilities in Tanzania (APHFTA). This culminated in the development of the Integrated Surveillance System (ISS) as part of the Comic Relief Learning Platform product for Tanzania.



The background of the page features a warm, orange-toned image. In the center, a magnifying glass is positioned over a financial statement table. A silver pen lies diagonally across the lower left portion of the table. The table itself contains various numerical entries, some of which are visible through the magnifying glass and others in the background. The overall aesthetic is professional and financial.

EXTRACTS OF THE AUDITED FINANCIAL STATEMENTS

FOR THE YEAR ENDED 31 DECEMBER 2020

T-MARC TANZANIA

**STATEMENT OF FINANCIAL PERFORMANCE
FOR THE YEAR ENDED 31 DECEMBER 2020**

	NOTE	<u>2020</u> TZS	<u>2019</u> TZS
Revenue from exchange transactions			
Sales	5	1,896,296,956	1,727,307,888
Other income	6	<u>196,680,578</u>	<u>384,926,426</u>
		2,092,977,534	2,112,234,314
Revenue from non-exchange transactions			
Grants	7	<u>21,258,556,647</u>	<u>10,436,315,081</u>
		21,258,556,647	10,436,315,081
Total revenue		23,351,534,181	12,548,549,395
Expenses			
Programme costs	8	18,960,672,389	8,494,219,977
Cost of selling goods	9	2,177,279,913	2,129,497,085
Administrative expenses	10	<u>2,011,503,606</u>	<u>1,539,905,907</u>
Total expenses		23,149,455,908	12,163,622,969
Surplus before tax		202,078,273	384,926,426
Taxation	11	<u>(83,913,774)</u>	<u>(130,426,648)</u>
Surplus for the period		118,164,499	254,499,778

T-MARC TANZANIA

**STATEMENT OF FINANCIAL POSITION
AS AT 31 DECEMBER 2020**

	NOTE	<u>2020</u> TZS	<u>2019</u> TZS
ASSETS			
Current assets			
Cash and cash equivalents	12	91,938,223	1,565,485,407
Receivables from exchange transactions	13	1,079,014,223	575,371,056
Receivables from non-exchange transactions	13	29,475,253	77,402,259
Inventories	14	3,645,521,018	880,608,903
Deferred revenue	18	326,794,973	-
		<u>5,172,743,688</u>	<u>3,098,867,625</u>
Non-current assets			
Property and equipment	15	1,707,058,513	1,321,974,358
		<u>1,707,058,513</u>	<u>1,321,974,358</u>
TOTAL ASSETS		6,879,802,201	4,420,841,983
LIABILITIES			
Current liabilities			
Trade and other payables	16	841,579,324	394,983,137
Deferred inventory grant	17	3,645,521,018	880,608,903
Deferred revenue grant	18	-	1,074,983,540
Current income tax payable	11	123,221,080	202,067,083
		<u>4,610,321,422</u>	<u>2,552,642,663</u>
Non-current liabilities			
Deferred income tax	19	97,636,101	85,573,661
Deferred capital grants	20	426,589,350	155,534,830
		<u>524,225,451</u>	<u>241,108,491</u>
TOTAL LIABILITIES		5,134,546,873	2,793,751,154
NET ASSETS		1,745,255,328	1,627,090,829
NET ASSETS/EQUITY			
Accumulated surplus/(deficit)		<u>1,745,255,328</u>	<u>1,627,090,829</u>
Total net assets/equity		1,745,255,328	1,627,090,829

These financial statements were approved by the Board of Directors on 28th May 2021 and signed on its behalf by:


Charles Singili
Chairman


Tumaini R. M. Kimasa
Managing Director

T-MARC TANZANIA

STATEMENT OF CHANGE IN NET ASSETS FOR THE YEAR ENDED DECEMBER 2020

Year ended 31 December 2020

	Accumulated Surplus TZS	Total TZS
Balance as at 1 January	1,627,090,829	1,627,090,829
Net surplus	118,164,499	118,164,499
Balance as at 31 December	1,745,255,328	1,745,255,328

Year ended 31 December 2019

Balance as at 1 January		
• As previously stated,	332,692,190	332,692,190
• Prior year adjustment	1,039,898,861	1,039,898,861
Restated	1,372,591,051	1,372,591,051
Net surplus	254,499,778	254,499,778
Balance as at 31 December	1,627,090,829	1,627,090,829

T-MARC TANZANIA

**STATEMENT OF CASH FLOWS
FOR THE YEAR ENDED DECEMBER 2020**

	NOTE	<u>2020</u> TZS	<u>2019</u> TZS
Cash flows from operating activities			
Surplus before tax		202,078,273	384,926,426
<u>Adjusted for:</u>			
Depreciation of Plant and Property	15	114,301,087	55,970,042
Profit on disposal of assets	6	(21,462,000)	-
Amortization of deferred capital grants	20	(61,575,904)	(6,137,500)
<u>Working capital changes:</u>			
Trade and other receivables		(455,716,159)	(345,178,073)
Inventory		(2,764,912,115)	(644,780,861)
Deferred revenue		(1,457,528,661)	6,831,886
Trade and other payables		502,346,335	(91,664,753)
Deferred grants		2,764,912,115	788,049,381
Income tax paid	11	(150,697,337)	-
Net Cash generated from/ (used in) operations		<u>(1,328,254,366)</u>	<u>148,016,548</u>
Cash flows from investing activities			
Proceeds from placement with banks		-	413,808,219
Proceeds from sale of assets	6	21,462,000	-
Additions to Property and equipment	15	(166,754,818)	(201,121,346)
Net cash generated from/(used) in investing activities		<u>(145,292,818)</u>	<u>212,686,873</u>
Net increase/ (decrease) in cash and cash equivalents		(1,473,547,184)	360,703,421
Movement in cash and cash equivalents			
At start of the year		1,565,485,407	1,204,781,986
Net increase		(1,473,547,184)	360,703,421
At the end of the year	12	<u>91,938,223</u>	<u>1,565,485,407</u>

Independent auditor's report to the members of the T-MARC Tanzania

Opinion

We have audited the accompanying Financial Statements of T-MARC Tanzania ("the Organization") for the year ended 31st December 2020, which comprise the Statement of financial performance, the Statement of financial position, Statement of change in net assets, the Statement of cash flows and the statement of comparison of budget and actual amounts for the year then ended, together with a summary of significant accounting policies and other explanatory information (together "the Financial Statements").

In our opinion, the accompanying financial statements present fairly in all material respects, the financial position of T-MARC Tanzania as at 31st December 2020, and its financial performance and its cash flows for the year then ended in accordance with International Public Sector Accounting Standards (IPSAS) Accrual Basis.

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 statement section of the report. We are independent of T-MARC Tanzania in accordance with the International Ethical Standards Board for Accountants 'Code of ethics for Professional Accountants' (IESBA Code), and we have fulfilled our other ethical responsibilities in accordance with IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide basis for our opinion.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. We have determined that there are no key audit matters to communicate in our report.

Other Information

Management is responsible for the other information. The other information comprises of the Governing Board's Report and the Declaration by the Head of Finance but does not include the financial statements and our audit report thereon.

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 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 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.

Independent auditor's report (Continued)

To the members of the T-MARC Tanzania

Responsibility of the Directors and Those Charged with Governance

Management is responsible for the preparation and fair presentation of this financial statement in accordance with the International Public Sector Accounting Standards (IPSAS), and for such internal controls as management determine is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, 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 either management intend to liquidate the organization or cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Statement

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 auditors' 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 judgment and maintain professional skepticism 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 Organisation's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- 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 Organisation's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' 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 auditors' report. However, future events or conditions may cause the Organisation 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.

We communicate with 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.

Independent auditor's report (Continued)

To the members of the T-MARC Tanzania

Report on other Legal and Regulatory Requirements

As required by the NGO Act, 2002 we report to you, based on our audit that:

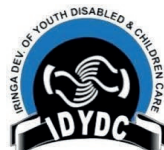
- in our opinion, proper accounting records have been kept by T-MARC Tanzania;
- the individual accounts are in agreement with the accounting records of the Organisation; and
- we obtained all the information and explanations which, to the best of our knowledge and belief, are necessary for the purposes of our audit.

PMCG Consulting
Certified Public Accountants (T)
Dar es Salaam
Signed by: CPA Msimbwa Maila (ACPA 2150)

Date: 28/05/2021



Our Partners



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