Structured dialogue on financing the results of the UNICEF Strategic Plan, 2018-2021

Executive Board

Carla Haddad Mardini, Director, Public Partnerships
Gary Stahl, Director, Private Fundraising and Partnerships
Overall fundraising targets have been surpassed in recent years.

Fundraising Target vs actuals: Strategic Plan 2014-17

<table>
<thead>
<tr>
<th>Year</th>
<th>Target (US$ thousands)</th>
<th>Actual (US$ thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>$3,918</td>
<td>$0</td>
</tr>
<tr>
<td>2015</td>
<td>$4,015</td>
<td>$1,000</td>
</tr>
<tr>
<td>2016</td>
<td>$4,116</td>
<td>$2,000</td>
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<tr>
<td>2017</td>
<td>$4,884</td>
<td>$3,000</td>
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<tr>
<td>2017</td>
<td>$5,032</td>
<td>$4,000</td>
</tr>
<tr>
<td>2017</td>
<td>$6,027</td>
<td>$5,000</td>
</tr>
</tbody>
</table>
Results for Children in 2017

HEALTH

Over 78.6 million children immunized against measles

EDUCATION

12.5 million children received learning materials

HUMANITARIAN ACTION

4 million children reached with treatment for severe acute malnutrition
UNICEF Strategic Plan, 2018-2021
Planned Amounts & Estimated Revenue

• 18% growth needed in revenue to meet Strategic Plan results

• Total revenue of $24 billion over the four year period
Maximize flexible and predictable funding for UNICEF programmes to reach a total **US$24 billion** (cumulative 2018-2021), including **US$6.3 billion** in Regular Resources (RR)

Expand **strategic engagement with the public and private sectors** to leverage public and private sector resources and support for the realization of children’s rights.
UNICEF employs a number of fundraising streams to raise the resources that it needs for its programmes.
Examples of areas of increased focus in 2018-2021

- New and emerging government partners
- International Finance Institutions
- Reach 100 million supporters (including 14 million individual donors)
- Engagement with Key Influencers
- Fewer and bigger partnerships with business
- Impact investing with development finance institutions and private sector partners
- Innovative finance arrangements
Cross-cutting Strategies

- Demonstrating results for children
- Improving resource partner recognition and visibility
- Enhancing advocacy and leveraging of funding from public and private partners
- Resource mobilization for humanitarian contexts
- Capacity strengthening
- Risk management
Strengthening the Structured Dialogue

Annual bilateral strategic consultations with partners
to discuss the importance of flexible and predictable funding, funding gaps and requirements

Informal and formal meetings with Board
members on the
Private Fundraising and Partnerships
annual workplan and proposed budget

Side meetings on the Annual Results Reports

Informal and formal meetings with Board on:
• UNICEF Strategic Plan: updated financial estimates
• Private Fundraising and Partnerships: financial report for the previous year
• Structured dialogue on financing the results of the UNICEF Strategic Plan, 2018–2021
Thank You