
Gérard Bocquenet, PFP Director
Presentation Outline

1. Growth from National Committees and Country Offices
2. Performance in 2014, Trends and Projections
3. PFP Expenditure vs Approved Budget
4. Investment Funds
5. Strategic Shifts Going Forward
Growth in Revenue in Country Offices and National Committees

**Country offices**
- Cumulative Annual Growth Rate (CAGR): 16%
- Revenue in 2014: 1,124 US$ Millions

**National Committees**
- Cumulative Annual Growth Rate (CAGR): 5%
- Revenue in 2014: 1,124 US$ Millions

*Cumulative Annual Growth Rate*

2014 actual
TOTAL US$1,280 million

2017 projection
TOTAL US$1,468 million

OR-E projection
US$90 million

OR-R projection
US$730 million

RR projection
US$648 million

UNICEF PFP Revenue

### Private Sector Performance: Exchange Rate Impact

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</thead>
<tbody>
<tr>
<td>REVENUE</td>
<td>1,265</td>
<td>1,280</td>
<td>1,378</td>
<td>+1%</td>
<td>+9%</td>
</tr>
<tr>
<td>RR</td>
<td>588</td>
<td>572</td>
<td>639</td>
<td>-3%</td>
<td>+9%</td>
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<tr>
<td>OR</td>
<td>677</td>
<td>708</td>
<td>739</td>
<td>+5%</td>
<td>+9%</td>
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<tr>
<td>OR regular</td>
<td>482</td>
<td>577</td>
<td>600</td>
<td>+20%</td>
<td>+24%</td>
</tr>
<tr>
<td>OR emergency</td>
<td>195</td>
<td>131</td>
<td>139</td>
<td>-33%</td>
<td>-29%</td>
</tr>
</tbody>
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Private Fundraising and Partnerships Plan 2014–2017
Targets: On Track

2017 projection
TOTAL US$1,468 million

OR-E projection:
US$90 million

OR-R projection:
US$730 million

RR projection:
US$648 million

UNICEF PFP Revenue
Trend in millions US$
(Source: PFP Financial Report, 2015 LE,
2016 Proposed Budget, 2016–2017 Projections)
PFP 2014 Expenditures vs Approved Budget
US$ millions

2014 approved = $128.4

- $9

2014 actual = $119.4

- $6.8

- $2.5

$72.2
HQ operating expenses

$49.0
Investment Funds

$7.2
Country offices expenses

+$0.8

$49.8
Investment Funds

$4.7
Country offices expenses

$64.9
HQ operating expenses

Expenses/revenue ratio = 6.9%
(Excluding Investment Funds)

Expenses/revenue ratio = 5.1%
(Excluding Investment Funds)
PFP Investment Funds

2014
Return on Investment (ROI) = 3.4 to 1

Notes:
• Revenues depicted here are only estimates. Returns on investments will vary in timing, depending on campaign start and investment type.
• Revenues in a calendar year are derived from investments in prior and/or current years.
• Matching or partially matching investments made by countries, and attributed revenues, are not depicted here.
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Strategic Shifts Going Forward

- Strengthen RR revenue streams
- Increase engagement with foundations
- Strengthen capacity for improved corporate engagement and leveraging of partnerships for children’s rights
Thank you