



Executive Board Orientation

Resourcing the results of the Strategic Plan

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January 11, 2019

unicef  | for every child

UNICEF funding model & approach

- 100% voluntary contributions
- Regular Resources (RR) — unrestricted
- Other Resources (Regular or Emergency) — earmarked
- Fundraising is a UNICEF-wide responsibility
- Leads for public and private sector fundraising:
 - Public Partnerships Division (PPD)
 - Private Fundraising and Partnerships Division (PFP)

At the heart of the matter: resources for results



Every child
survives and
thrives



Every child
learns



Every child is protected
from violence and
exploitation



Every child lives in
a safe and clean
environment



Every child
has an equitable
chance in life

21% growth needed in revenue to meet Strategic Plan results for 2018-21

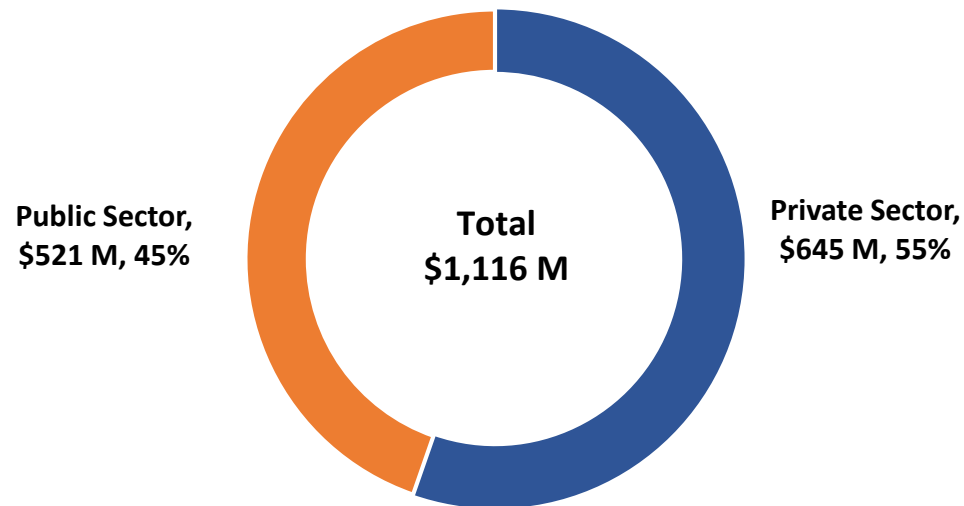
Our business model



Other Revenue: 2%

Diverse portfolio of RR resource partners (2017)

Regular Resources by type of Resource Partner by Contributions Received, 2017



Top 10 Resource Partners to Regular Resources by Contributions Received, 2017

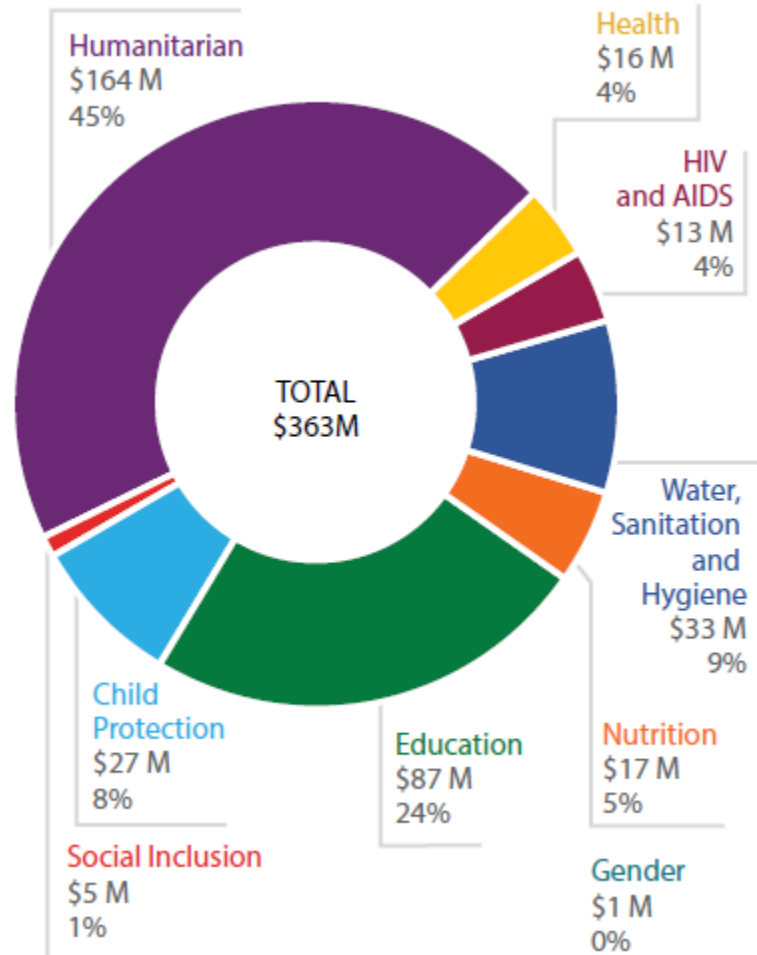
Rank	Resource Partners	Regular Resources US\$
1	United States of America	132,500,000
2	Japan NC	111,292,625
3	Republic of Korea NC	99,290,126
4	Sweden	84,527,727
5	The United Kingdom	53,691,275
6	Spanish NC	52,801,476
7	Norway	47,970,048
8	Germany NC	44,198,400
9	France NC	43,805,980
10	Sweden NC	41,826,049

A critical area for the organisation is increasing Regular Resources, with the need for flexible resourcing having increased dramatically in a context of increased volatility and crisis globally.

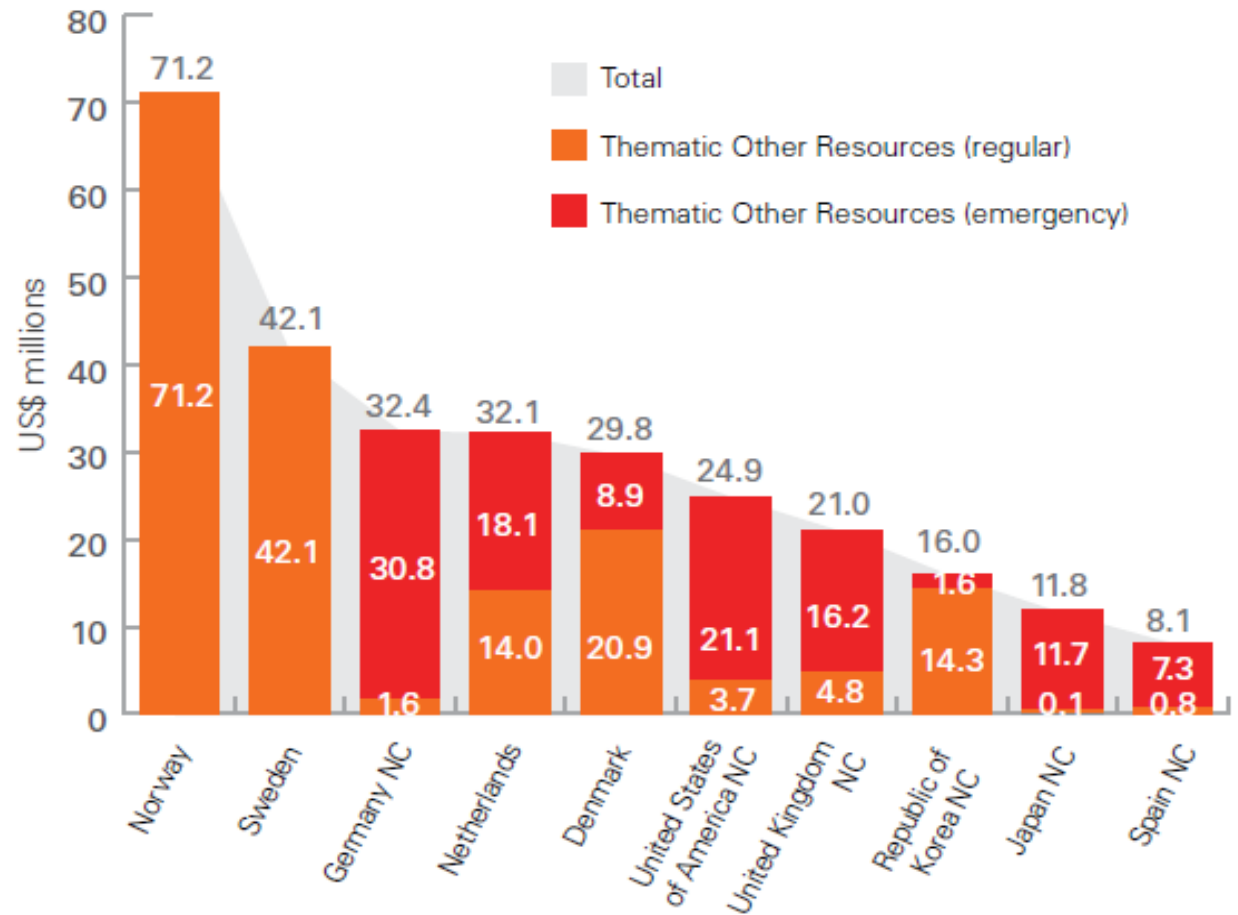
MOPAN 2015-2016 Assessment

Thematic Funds aligned to Strategic Plan results (2017)

Thematic Contributions by Sector, 2017



Top 10 Resource Partners to Thematic Funding by Contributions Received, 2017



Key Strategies for Resourcing the 2018-2021 Plan

1. **Demonstrate** results for children & value for money
2. **Enhance** partner visibility
3. **Nurture** relationships with traditional partners
4. **Expand** the funding base and **Invest** in shared value partnerships





Enabling our Joint Results

Commitment from all partners to **increase flexible and predictable resources** to achieve results for children



Thank You

