



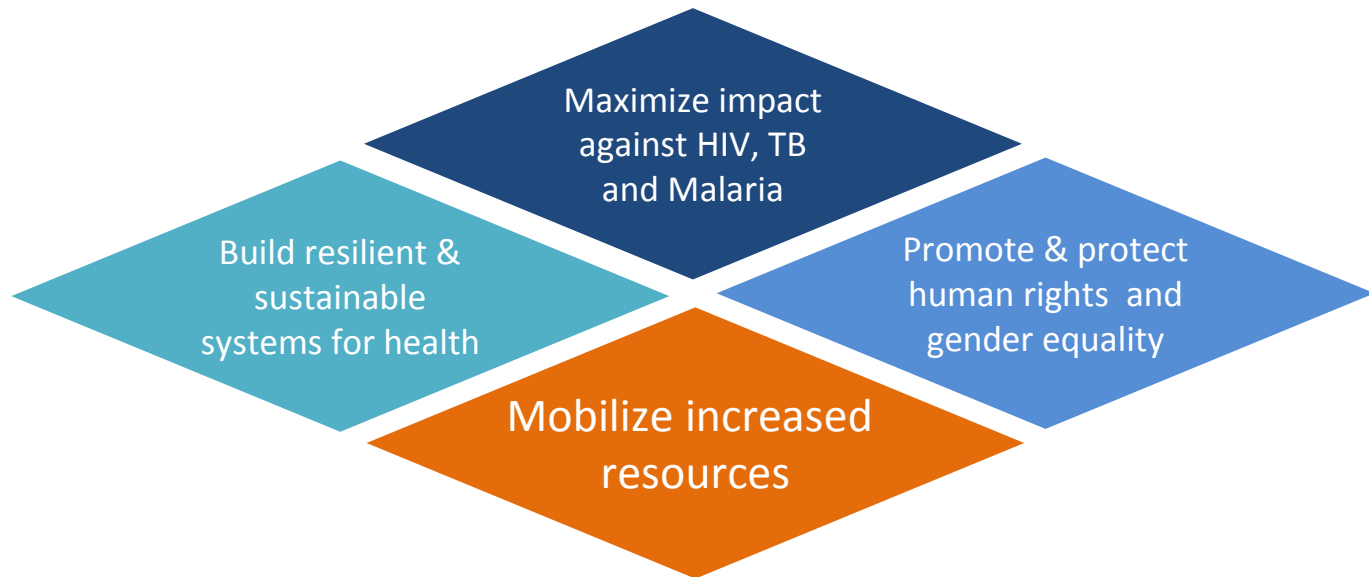
Working at the Global Fund

Makiko Takayama, Donor Relations Specialist, External Relations Division
Career Guidance Seminar

Tokyo, Japan
19 December 2016

Global Fund's Strategy 2017-2020 and Resource Mobilization

Global Fund Strategy 2017-2022 – Investing to End Epidemics



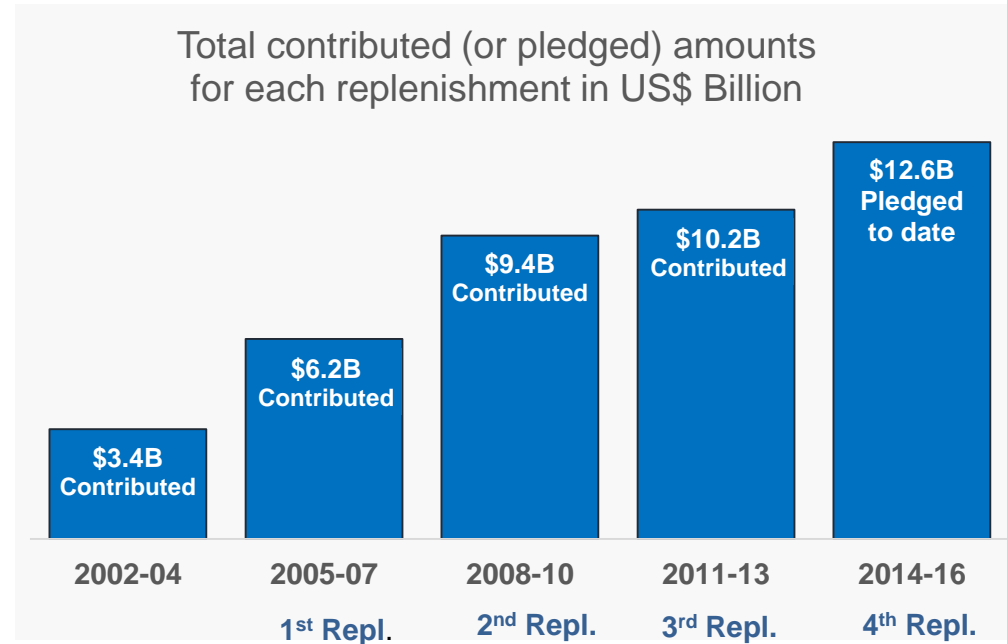
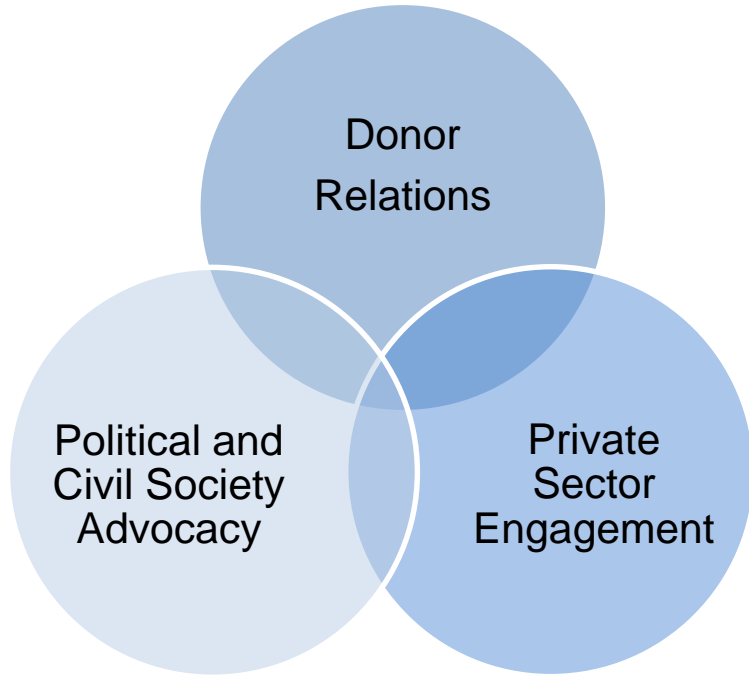
Strategic enablers

Innovate and differentiate along the development continuum

Support mutually accountable partnerships

External Relations Division

Responsible for coordination of both internal and external stakeholders involved in resource mobilization efforts



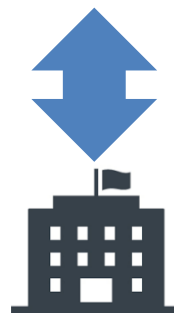
Donor Relations Department

- Ensure sustainable and predictable financing from public donors based on three year replenishment cycle
 - Develop and implement individual country strategies to maximize contribution from existing donors and to cultivate and engage new emerging donors
 - Build donor confidence through proactive relationship management

Friends organizations



Donor
Relations
Officer

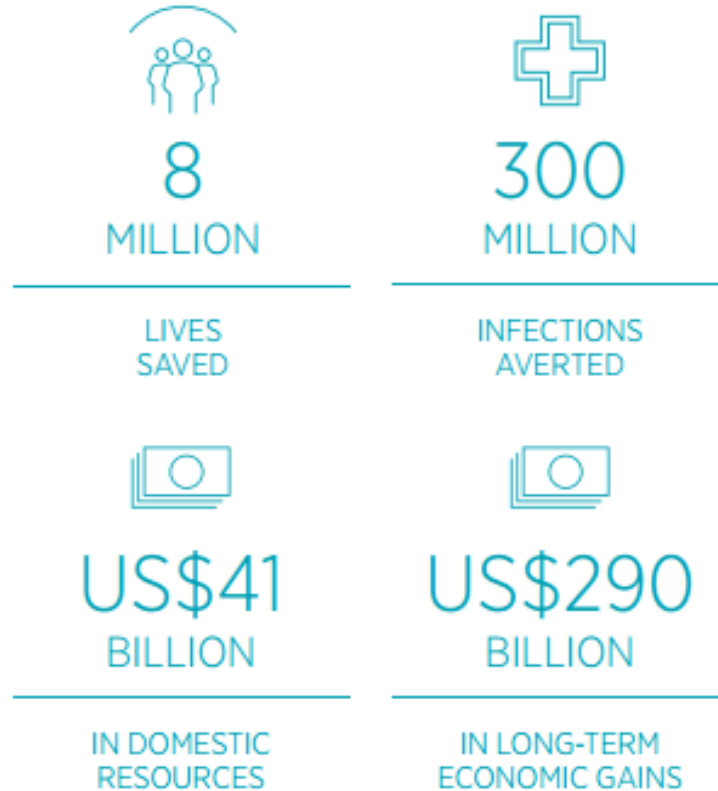


Ministry of Foreign Affairs

 **The Global Fund**

- Communications
- Finance
- Legal
- Country teams
- Policy Hub
- Community, Rights and Gender
- Technical Advice and Partnerships
- Strategic Information

Fifth Replenishment Target: Raise \$13 billion



Partnership with Japan

Sep '15

UHC side event
@ UNGA, NY



UHC Meeting
@ Tokyo



Dec '15

**GF Replenishment
Preparatory Meeting**
@ Tokyo



Mar '16

**Board Vice Chair
visit to Japan**



May '16

**Japan pledges
US\$800 M**



Aug '16

**UHC in Africa side
event**
@ TICAD VI, Kenya



**Interview First Lady
Akie Abe**
@ TICAD VI, Kenya



Sep '16

**Diet members site
visit in Indonesia &
Timor Leste**



**GF 5th Replenishment
Conference**
@ Montreal



Donors pledge nearly US\$ 13 Billion

Broadening donor base



African countries

G7

Public Sector

Private Sector

- | | | | | | | |
|-----------------|----------------|-----------|-----------------------|----------------|----------------------------|---------------------------|
| ▪ Benin | ▪ Senegal | ▪ Canada | ▪ Australia | ▪ Luxembourg | ▪ Bill & Melinda | ▪ Goodbye Malaria |
| ▪ Cote d'Ivoire | ▪ South Africa | ▪ France | ▪ Belgium | ▪ Netherlands | ▪ Gates Foundation | ▪ Munich RE |
| ▪ Kenya | ▪ Togo | ▪ Germany | ▪ China | ▪ New Zealand | ▪ Catholic Relief Services | ▪ (RED) |
| ▪ Namibia | ▪ Zambia | ▪ Italy | ▪ Denmark | ▪ Norway | ▪ Comic Relief | ▪ Standard Bank |
| ▪ Nigeria | ▪ Zimbabwe | ▪ Japan | ▪ European Commission | ▪ Qatar | ▪ Duet Group | ▪ Tahir Foundation |
| | | ▪ UK | ▪ India | ▪ Saudi Arabia | ▪ Ecobank | ▪ Takeda Pharmaceuticals |
| | | ▪ USA | ▪ Ireland | ▪ Sweden | ▪ Fullerton Health | ▪ United Methodist Church |
| | | | ▪ Republic of Korea | ▪ Switzerland | ▪ Foundation International | |
| | | | ▪ Kuwait | ▪ Thailand | | |

Innovation is part of the Global Fund's DNA

Innovative consumer-marketing initiative to end AIDS

How it works?

For partners:



Pays a fee for marketing and administration



PRODUCT (RED)

Licenses (RED) trademark



and supports marketing of the products



For consumers:



Pays for a (RED) product



Portion of revenue or profit of (RED) product

\$10



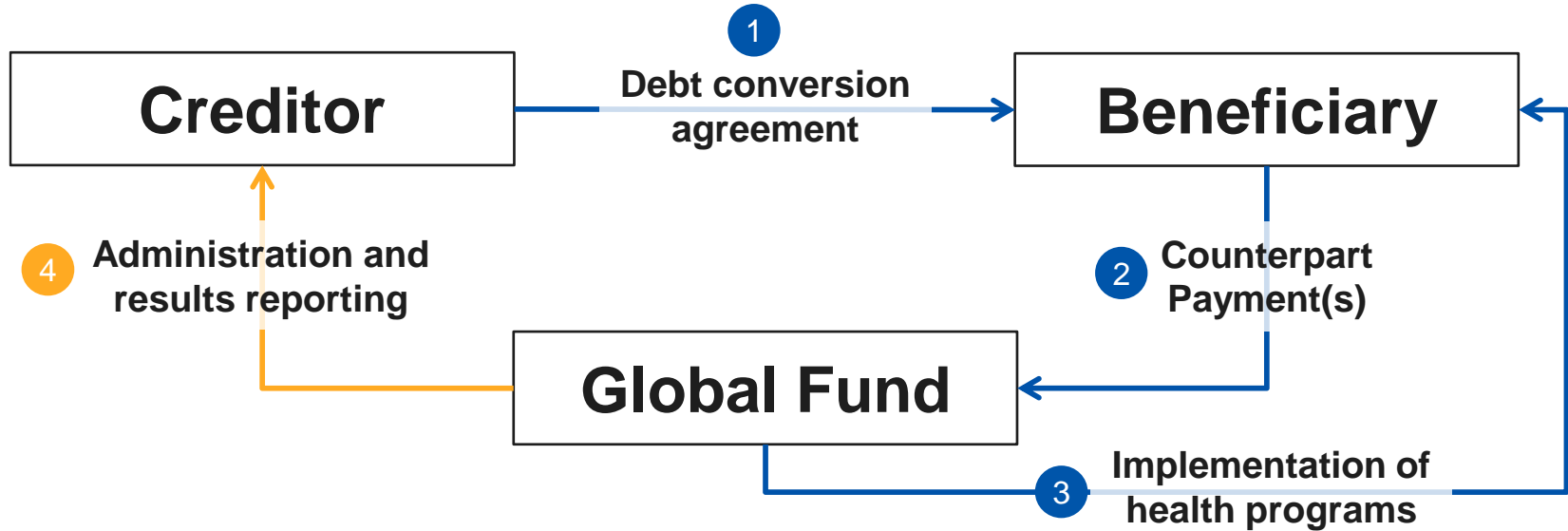
\$10



US\$330 M To The Global Fund

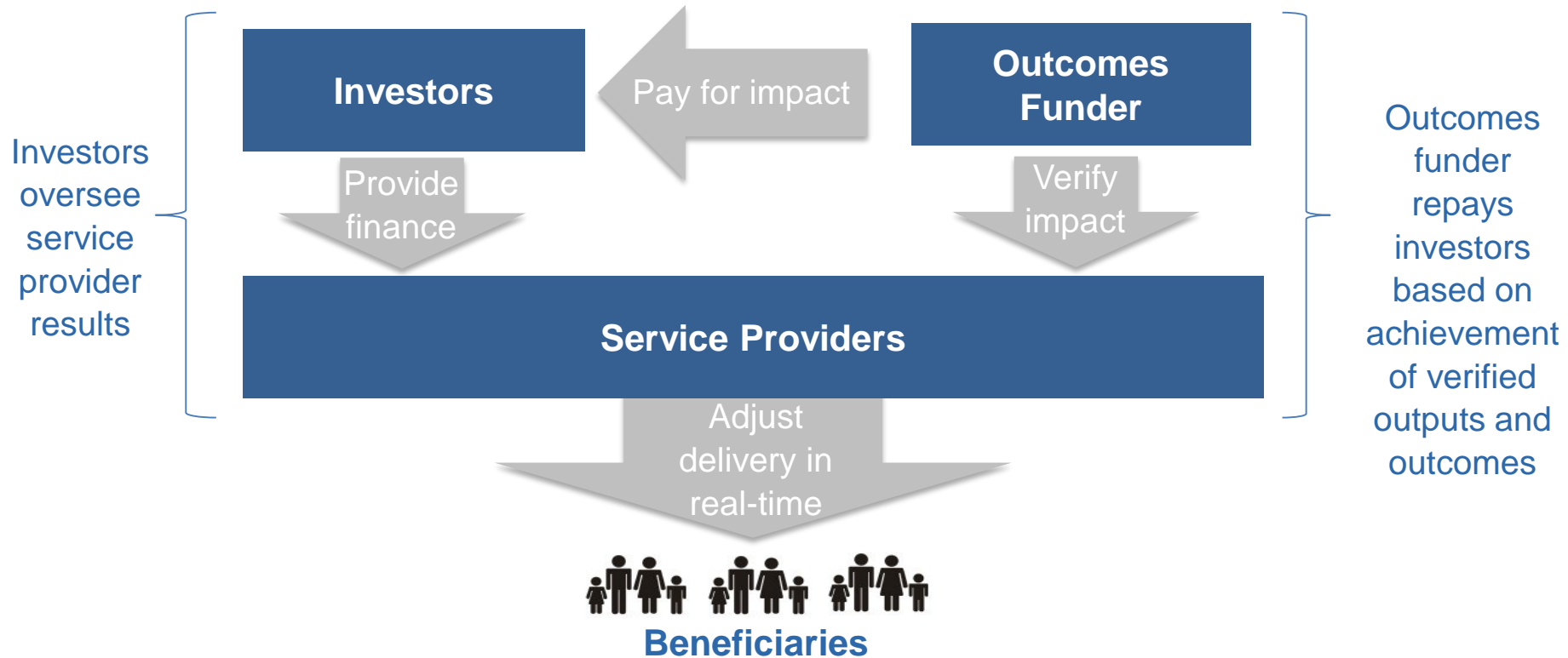


Innovative financing initiative – Debt2Health



Innovative financing mechanism to support HIV program among sex workers

Social Impact Bond in South Africa



Innovative partnership to improve distribution of health supplies

“Project Last Mile” in partnership with Coca-Cola & others in Tanzania



The Challenge

Essential health supplies are available for people in Africa, but availability does not always mean delivery to the places where they are most needed. How do we get health supplies all the way to the “Last Mile”?



The Solution

Translate Coca-Cola's supply chain expertise into a knowledge transfer and capacity building partnership that leverages the complementary expertise and resources of each partner.



The Results

Tanzania Medical Stores Department has expanded its distribution network to service over 5,000 clinics (from an initial 500 delivery points) and improved the availability of critical medicines reducing stock replenishment lead times by up to two-thirds.

The Coca-Cola Company



The Global Fund
To Fight AIDS, Tuberculosis and Malaria

BILL & MELINDA GATES foundation

Yale Global Health Leadership Institute

accenture

GETF



The Global Fund Le Fonds mondial El Fondo Mundial Глобальный фонд 全球基金 الصندوق العالمي

Innovative online procurement platform for recipient countries

wambo.org to evolve to a global public good



Search and compare price and lead time across suppliers



Reduce market complexity and need for intermediaries



Select desired specification, order terms and place order



Decrease administrative burden



Track and trace order, direct payment



Acceleration of procurement process



Easy reporting, allowing for better, more specific forecasting



Recipients able to procure more efficiently

The Global Fund as a workplace

Shared challenge to end these three diseases.....



We do what it takes to save lives

Worlds AIDS Day



Thank you!



“Put simply: the Global Fund isn’t just one of the kindest things people have ever done for each other – it’s also one of the smartest investments the world has ever made.”

Bill Gates

Co-Founder of the Bill & Melinda
Gates Foundation