

# **Update on resource mobilization and the Seventh Replenishment 48<sup>th</sup> Board Meeting**

GF/B48/24

15-17 November 2022, Geneva, Switzerland

## **Board Information**

Purpose of the paper: This paper presents the outcomes of the Seventh Replenishment Conference and provides an update Sixth Replenishment pledge conversion and resource mobilization for the COVID-19 Response Mechanism.

# Executive Summary (1 Page)

## Context

- The Seventh Replenishment resource mobilization campaign culminated with a series of events in New York, including the Pledging Conference, between 18 and 21 September 2022. As at the Pledging Conference, the Global Fund has secured commitments from 45 public and 27 private sector donors for a total of USD 14.257 billion for the 2023-2025 allocation period, out of the target of at least USD 18 billion set in the Seventh Replenishment Investment Case. This represents the largest amount raised by the Global Fund to date, but it is also a partial outcome as several long-standing donors have yet to pledge.
- The Replenishment Conference took place amid a particularly challenging macroeconomic and geopolitical environment, in which development resources are scarcer and the attention of donors and partners has been divided across competing international priorities. Despite the complex context, outcomes were encouraging, and efforts across the partnership will continue to secure additional pledges. Public donors such as the United Kingdom and Italy, our third and 9th largest donors respectively, are expected to announce their pledges in the coming weeks.

## Input Sought

This paper updates and seeks the Board's input on the outcomes of the Seventh Replenishment Conference, including the initial review of success factors and challenges as well as the next steps.

## Questions this paper addresses

- A. What are the outcomes of the Seventh Replenishment Conference and what are the next steps?
- B. What is the status of the Sixth Replenishment pledge conversion?
- C. What are the latest results of resource mobilization efforts for the COVID-19 Response Mechanism?

## Conclusions

- A. As at the Pledging Conference, **the Global Fund has secured commitments from 45 public and 27 private sector donors for a total of USD 14.257 billion for the 2023-2025 cycle**, out of the target of at least USD 18 billion set in the Seventh Replenishment Investment Case. This represents the largest amount raised by the Global Fund to date, but it is also a partial outcome as several long-standing donors have yet to pledge. Efforts continue across the partnership to secure additional contributions, especially from those donors who could not announce their commitments during the Pledging Conference in New York on 21 September 2022. The Global Fund is also focusing on laying the groundwork for the conversion of Seventh Replenishment pledges by kicking off negotiations of donor contribution agreements for the 2023-2025 period.
- B. **Conversion of Sixth Replenishment pledges into contributions is on track** and remains a key ongoing priority. The Global Fund has signed agreements with 79% (46 of 58) of public donors as of 30 June 2022. Most public donors have signed agreements with multi-year payment schedules (42 of 46). Signed contribution agreements are in place for 91% of the value of private sector

pledges. Contributions of USD 11.2 billion from public donors and USD 11.9 billion overall have been secured in cash. Out of the USD 48 million in private sector funding committed to catalytic funding under the Policy for Restricted Financial Contributions (GF/B37/DP08), USD 25.5 million have already been paid.

- C. **The Global Fund raised over USD 4.98 billion over 2020 to 2022 in additional resources to support the COVID-19 response** and protect investments in the fight against HIV, tuberculosis and malaria. This amount includes additional sources of funds for C19RM approved at the 20th Audit and Finance Committee (AFC) Meeting, following the release of USD 87 million from the U.S. and a new pledge of CAD 100 million from Canada, for a total of USD 164 million. As of end-June 2022, USD 3.5 billion of this total amount of resources have been received in cash.

### **Input Received**

- During its 20<sup>th</sup> meeting, the AFC (a) commended the Secretariat, the U.S. as Seventh Replenishment host, donors and partners for the outcome of the replenishment; (b) stressed the importance of continued resource mobilization efforts to unlock more of the U.S.'s USD 6 billion pledge; (c) encouraged the Secretariat to secure pledges from donors not able to announce in New York and from new potential public and private sector donors; (c) requested further elaboration on in-kind contributions and other set-asides from donors; and (d) reflected on the potential impact of falling short of the USD 18 billion target.
- During its 47<sup>th</sup> meeting, the Board (a) welcomed the Secretariat's resource mobilization efforts, including ensuring timely pledge conversion; (b) urged donors and partners to take a unified approach through a high-level push to meet the replenishment target; (c) thanked the United States for its leadership of this replenishment process and its early commitment of USD 6 billion; (c) recognized the value of the Global Fund's unique model; (d) stated that the Preparatory Meeting was an important and strong first step and provided a space to hear the voices of the implementing partner countries and present a solid Investment Case; (e) acknowledged the contextual pressures and competing priorities (COVID-19 and the war in Ukraine and its repercussions); and (f) encouraged the Secretariat to mobilize new public and private donors and partners, including in emerging markets, and pay particular attention to the development of innovative financing mechanisms such as blended finance and the engagement of multilateral development banks.

## Context

1. The Seventh Replenishment resource mobilization campaign culminated with a series of events in New York, including the Pledging Conference, between 18 and 21 September. As at the Pledging Conference, the Global Fund partnership has secured commitments from 45 public and 27 private donors for a total of USD 14.257 billion for the 2023-2025 allocation period, out of the target of at least USD 18 billion set in the Seventh Replenishment Investment Case. This represents the largest amount raised by the Global Fund to date, but it is also a partial outcome as several long-standing donors have yet to pledge.
2. Although the replenishment target was not met at the Pledging Conference, results achieved up to this point are remarkable, with many public and private donors increasing their commitments by 30% (or more) in line with the Investment Case. On the private sector side, the Global Fund partnership reached a new resource mobilization record, with pledges totaling USD 1.237 billion, USD 108 million more than for the Sixth Replenishment.
3. The Seventh Replenishment Conference took place amid a particularly challenging macroeconomic and geopolitical environment, in which development resources are scarcer and the attention of donors and partners has been divided across competing international priorities and crises. Despite this complex context, outcomes are encouraging, and Secretariat efforts will continue to secure additional pledges. Public donors such as the United Kingdom and Italy, our third and 9th largest donors respectively, are expected to announce their pledges in the coming weeks.
4. The Global Fund is deeply grateful to the President of the United States, Joe Biden, and the U.S. government for successfully hosting the Seventh Replenishment.

## Outcomes of the Seventh Replenishment

### Conference overview and participation

5. The Global Fund's Seventh Replenishment Conference took place in the margins of the 77th Session of the United Nations General Assembly in New York with a series of events over 18 to 21 September. These were:
6. **The Fight for What Counts campaign event and reception** hosted at Gotham Hall on the afternoon of 18 September convened about 550 participants (with many others following the live transmission), including donors, implementing and multilateral partners, civil society representatives, communities, private sector partners and members of the media. During the event opened by U.S. Secretary of Health and Human Services Xavier Becerra, leaders from across the partnership had substantive discussions around key strategic themes, including how to maximize the resources raised for the Seventh Replenishment, the partnership's role in fighting inequity, and

how the Global Fund can more effectively operate in crisis settings. The audience also heard powerful testimonies from front-line community leaders from Uganda, Indonesia, Ukraine and others. The event also served to celebrate the invaluable contributions of partners to the Fund's mission and replenishment efforts and featured energizing performances by Tonewall of the New York City Gay Men's Chorus and Aloe Blacc.

7. **The Heads of Delegation dinner** on the evening of 18 September co-hosted by Salesforce at the Salesforce Tower, featured welcoming remarks by U.S. Secretary of State Antony Blinken, as well as speeches from Bono, Bill Gates and Maurine Murenga. It convened 70 heads of delegation. As part of the dinner's program, several private sector partners announced their pledges.
8. **The Power of Partnership event**, also hosted at Salesforce on 19 September and attended by about 155 participants with many others following live transmission, showcased the range of private sector partnerships designed to address critical problems and bottlenecks in the fight against the three diseases, with support spanning a diverse range of industries, including digital health, telecommunications, marketing, finance, pharmaceutical and life sciences, as well as fast-moving consumer goods. It also emphasized the importance of the voice of civil society, especially young women and girls, in the design of solutions and the deployment of private sector resources. The importance of these non-governmental actors in championing innovation and catalyzing partnerships with the public sector was welcomed by Dr. Atul Gawande, Assistant Administrator for Global Health, USAID on behalf of the U.S. government.
9. **The Pledging Conference, the culminating event of the Seventh Replenishment campaign**, took place on 21 September at 583 Park Avenue. Thanks in large part to the host's convening power and despite the last-minute change shift in the event's date,<sup>1</sup> an unprecedented 18 heads of state and government were among the more than 400 in-person participants, with many others following the session through live transmission. Countries represented at the head of state/government level included Burkina Faso, Canada, the Central African Republic, the Democratic Republic of the Congo, the European Commission, France, Germany, Japan, the Republic of Korea, Malawi, Malta, Rwanda, Spain, Switzerland, Tanzania, Uganda, the United States and Zimbabwe. Twenty-two Ministers from donor and implementing countries were also in attendance, along with 32 senior representatives of private sector partners. Multilateral partner organizations, civil society and communities were similarly well represented.
10. The event was opened by USAID Administrator Samantha Power, representing the host country, followed by Dr. Tedros Adhanom Ghebreyesus, Director General of the World Health Organization, on behalf of technical and global health partners; H.E Ambassador Aminata Samate Cessouma, African Union Commissioner; and Mr. Javier Hourcade-Bellocq, representing the three civil society and communities' constituencies to the Board. Community advocates from across regions also participated in the opening of the Pledging Conference by articulating 'what counts to them' in the context of the Global Fund's replenishment. The series of pledge announcements was then officially opened by the Global Fund's Board Chair Dr. Donald Kaberuka.

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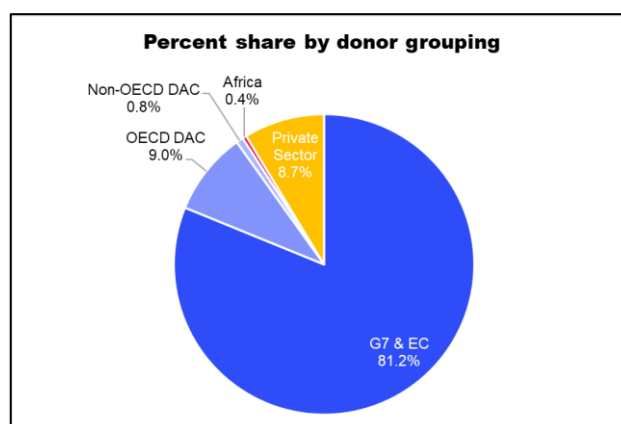
<sup>1</sup> The Pledging Conference was initially planned to take place on 19 September, but following it had to be rescheduled to 21 September following the passing of H.M. Queen Elizabeth II.

## Replenishment outcomes so far

11. **Of the USD 14.257 billion committed as at the Pledging Conference, USD 13.020 billion or 91.3% comes from public donors.** In March 2022, the U.S. kicked off the campaign with the U.S. President’s announcement of the unprecedented and exemplary commitment of USD 2 billion for fiscal year 2023 and the intention to contribute up to USD 6 billion to the Global Fund over 2023 to 2025, a 30% increase over the last replenishment in line with the Global Fund Investment Case.
12. In the lead up to the Pledging Conference, several other long-term public donors followed suit and increased their pledges by 30%. That was the case of Luxembourg, Japan and Germany. They were joined at the Pledging Conference by Canada, the European Commission, Ireland, Rwanda, Saudi Arabia, South Africa, and Spain, who also increased their commitments by 30%. France increased its pledge by 23%.
13. A few donors made the extraordinary effort to increase their pledges by more than 30%: the Republic of Korea quadrupled its pledge and Kenya increased by two thirds. Others with increases over 30% included Côte d’Ivoire, Portugal, Togo, and Uganda. Australia, Kuwait, the Netherlands and Nigeria also increased their pledges. Eight countries—Cyprus, Ghana, Guinea, Indonesia, Malawi, Morocco, Paraguay and Tanzania—made first pledges to the Global Fund in this replenishment.
14. The G7 and the EC pledged a total of USD 11.572 billion, which accounted for 81.2% of total pledges. Pledges from the rest of OECD-DAC countries reached USD 1.278 billion (9%) while pledges from non-OECD-DAC countries, including African implementing countries, reached USD 170.13 million (1.2%). “Team Europe,” European Union donors plus the European Commission, pledged USD 4.328 billion in total.

**Table and figure 1. Breakdown of pledges so far by sub-categories**

Group	7th Replenishment pledge amounts in USD equivalent	Percent share by donor grouping
G7 & EC	11.572 billion	81.2%
OECD DAC	1.278 billion	9.0%
Non-OECD DAC	0.108 billion	0.8%
Africa	0.062 billion	0.4%
Private Sector	1.237 billion	8.7%
TOTAL	14.257 billion	100.0%



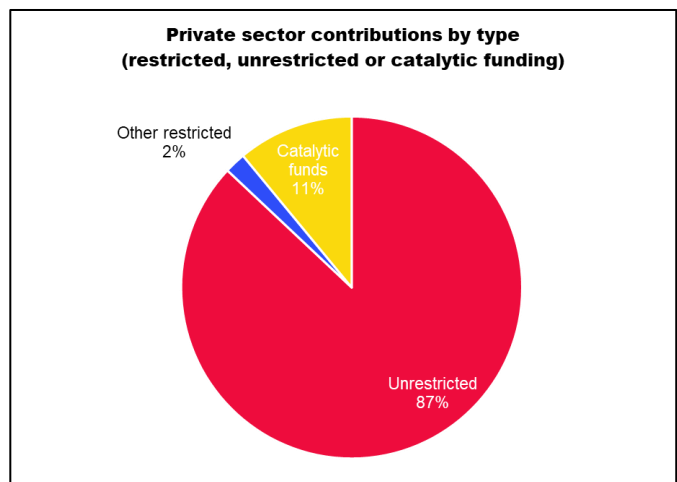
15. Pledges were made by 45 public donors, including eight new or returning donors, as indicated above. Twenty implementing countries made pledges, including 18 from Africa, one from South-East Asia (Indonesia) and one from Latin America (Paraguay). The pledge from Paraguay is the

first from the region in ten years. Several donors, most notably the United Kingdom and Italy, but also a few emerging donors like China, India and the United Arab Emirates, were not in the position to announce their pledge at the time of the Pledging Conference and work to secure these commitments is ongoing.

16. **The private sector committed over USD 1.237 billion (8.7%) in pledges, up from USD 1.13 billion from the Sixth Replenishment**, and of which USD 912 million came from the Bill and Melinda Gates Foundation, representing a 20% increase, and USD 150 million from (RED). Overall, 27 private sector partners made pledges, including 16 new or returning donors. Of the USD 1.237 billion pledged, USD 135 million in commitments were made for catalytic initiatives designed to accelerate progress across a range of crucial areas, from digital health to laboratory systems to community health workers.
17. In addition, and to support access to innovation and increase domestic capacity, a total of USD 250 million was mobilized in innovative finance investments and more than USD 30 million was committed in non-financial resources and capabilities to support digital health, build stronger supply chains, and improve behavior change approaches and prevention programs.
18. In the margins of the Pledging Conference, the Global Fund leveraged multiple opportunities to highlight the Global Fund’s work and engage with existing and prospective private sector partners, including the Concordia Summit, the Clinton Global Initiative and the Bill and Melinda Gates Foundation Goalkeepers Event, where partnerships and pledges were also announced and a strong call to action for more private sector funding was made.

**Table and figure 2. List of private sector pledges**

Donor	Seventh Replenishment pledge amounts in USD equivalent
Bill and Melinda Gates Foundation	912.0 million
(RED)	150.0 million
The Children’s Investment Fund Foundation (CIFF)	33.0 million
Outcome Fund for Fevers	25.0 million
Johnson & Johnson Foundation	15.0 million
Rockefeller Foundation	15.0 million
Anglo American	15.5 million
Skoll Foundation	10.0 million
Other	61.2 million
<b>TOTAL</b>	<b>1,236.7 million</b>



## Early reflections on success factors

19. The following have been identified as success factors:

- a) **U.S. leadership:** The U.S. government, led by President Joe Biden as the host of the Seventh Replenishment, played a crucial role in mobilizing and bringing together heads of state and government, celebrities, civil society and communities, business leaders and the public around the Global Fund's campaign. The U.S. lent its political leadership and vast diplomatic network to the cause, amplified the messages of the Investment Case, issued a global call to action to #FightForWhatCounts, and engaged directly with donors at the highest levels to mobilize support in the lead up to the conference. Following the announcement of the U.S. hosting in November and December 2021, and throughout the campaign, the U.S. government worked closely with the Global Fund on donor outreach and convened various advocacy and campaign events across many locations. Multiple U.S. agencies were involved in these efforts under the overall leadership of the National Security Council at the White House and the coordination of the U.S. State Department, including PEPFAR, PMI, USAID, the Department of Health and Human Services, and the U.S. Permanent Mission to the United Nations in New York, as well as other embassies around the world.
- b) **Sustained engagement with donors, public and private:** Despite the COVID-19 lockdowns over 2020 to 2021, the Global Fund was able to continue to nurture relations and maintain strong ongoing dialogue with donor countries and partners by leveraging engagement opportunities in the Global Fund strategy development process, the global COVID-19 response (including the Global Fund's own COVID-19 Response Mechanism and the ACT-A partnership), and the G7 and G20 processes. Throughout 2022, the Secretariat, together with Board leadership and partners, accelerated engagement efforts with a series of in-person and virtual visits to donor capitals and other key locations to convince decision-makers and budget holders of the need to increase funding to the Global Fund.
- c) **Leveraging G7/G20 processes:** The U.S. and the Global Fund, with support from Germany and Indonesia, who held the G7 and G20 presidencies in 2022, as well as other advocacy partners, were able to leverage both the G7 and G20 processes to mobilize support for the Global Fund's replenishment despite the challenging political context. The Final G7 Leaders' Communiqué issued on 28 June contained language supportive to the Global Fund's Seventh Replenishment.
- d) **Leadership from the Preparatory Meeting cohosts and other champions:** Following the launch of the Seventh Replenishment campaign in February 2022 at the Preparatory Meeting, the co-hosting presidents of the Democratic Republic of the Congo, Kenya, Rwanda, Senegal and South Africa played a crucial role in advocating for the Global Fund throughout the campaign. These efforts took place alongside other implementing country champions, including the heads of state of Ghana, Malawi, Mozambique and Tanzania. The African Union and WHO AFRO also played important roles in rallying political support in the region. Various global and regional platforms such as the Commonwealth Heads of Government Meeting and the Kigali



Summit on Malaria and Neglected Tropical Diseases, as well as the International AIDS Conference and the Tokyo International Conference on African Development, served as important visibility and engagement platforms during the final phase of the campaign. Board members under the leadership of the Africa Constituency Bureau also organized a series of high-level events including a ministerial gathering at the WHO AFRO Summit, which served to mobilize the support of several health ministers from the region.

- e) **A robust and technically sound investment case:** The Seventh Replenishment Investment Case was developed with the strong engagement of technical partners (WHO, UNAIDS, StopTB and the RBM Partnership to End Malaria) and derived from the Global Fund strategy 2023-2028, which was developed through a highly participatory process and approved by the Global Fund board in November 2021.
- f) **Mobilization of our advocacy partners:** Through the leadership of GFAN, GFAN Africa, GFAN Asia Pacific, the Friends organizations and the civil society/communities Board constituencies, advocacy activities in key donor countries, aimed at influencing pledging decisions, were rolled out over a sustained period. Advocacy partners collaborated on Global Days of Action, which included activities such as joint/sign-on letters, face-to-face meetings, and social media activations. In implementing countries, heads of state, ministers of health and civil society organizations used their different strategic platforms to call on the donor community to ‘fight for what counts’ and meet the target of USD 18 billion. They also championed conversations on the importance of increasing domestic resources.
- g) **Mobilization of members of parliament:** Extensive parliamentary engagement efforts have been underway throughout the replenishment year, with 63 events, meetings or site visits already convened, all of which have facilitated direct engagement with 297 distinct members of parliament (plus numerous repeat engagements) from a mix of 68 donor and implementing countries, plus the European Parliament. Civil society partners have been directly connected with parliamentary allies during 22 of these events. In addition, updates on the Global Fund’s work and results, including the Investment Case, 2022 Results Report, and details regarding the Seventh Replenishment campaign, were shared through quarterly e-mail updates to nearly 500 members of parliament and about 100 partners from various global, regional and national parliamentary groups and networks. Engaged members of parliament expressed support for the Seventh Replenishment and related Global Fund priorities in 22 written statements, declarations, parliamentary debates, letters, reports, and op-eds. An additional 78 parliamentary questions highlighting the Global Fund have been submitted and responded to in the United Kingdom’s Parliament so far in 2022.<sup>1</sup>
- h) **Global Fund track record of impact and equity:** The Global Fund partnership’s long history of achieving remarkable results and impact ensures that donors, both public and private, see a high return on investment. The 2022 Results Report, which showed that the Global Fund partnership has saved 50 million lives over the last two decades and that the COVID-19 Response Mechanism is successfully helping countries recover and get back on track in their fight against HIV, TB, and malaria, and its release a few days ahead of the Replenishment

Conference was a crucial proof point and advocacy tool. The inclusive and multi-sectoral nature of the Global Fund partnership, its governance, and its operating model are a distinguishing and crucial factor in securing support, particularly during times when donors and partners are responding to multiple urgent challenges on a global scale. For private sector donors and partners, the potential of making catalytic investments and leveraging their capabilities and risk appetite, together with the scaling architecture of the Global Fund, were decisive factors in securing support.

i) **Visibility and campaign:** Key to the replenishment effort was a highly sophisticated communications campaign, built around the Global Fund's refreshed brand, core values and 20 years of impact, and which put the Global Fund's work within the broader global context and placed the spotlight on the communities and people we serve. Launched during the Preparatory Meeting in February 2022, the Fight for What Counts campaign was conceived to maximize broad global support for a successful Seventh Replenishment by capturing both hearts and minds. With communities and advocates at its core, the campaign highlighted the Global Fund partnership's unique strengths while reinforcing key messages from the Investment Case. Over a compressed period of seven months, the campaign's core narrative was disseminated to key audiences through a combination of traditional media, social media, and various creative activations. Visibility for the Global Fund brand and campaign was further maximized in the final 100 days of the campaign, resulting in the following key highlights:

- Extensive traditional media coverage reached 2 billion people in the days surrounding the replenishment conference with a total of 9,140 media hits, including 226 hits in target media between 14 and 26 September.
- The Global Fund social media channels exceeded 20.8 million impressions and 200,000 engagements over the 15 to 26 September period.
- The 'Voices of the Fight for What Counts' campaign hero film was viewed 4.7 million times.
- The Global Fund's 'Count Me In' activation generated more than 28,000 signatures and was amplified by celebrities including Sir Elton John and Charlize Theron.
- Pro-bono Global Fund advertising secured on Times Square in New York reached up to 1.5 million people, with ads playing every 12 minutes from 18-21 September.

j) **Board Leadership engagement:** The Chair and Vice-Chair of the Global Fund Board played a critical role in guiding and supporting the replenishment efforts, including in ensuring a successful Preparatory Meeting and Pledging Conference, and in actively engaging in several targeted events and meetings, including in the context of the European Union-African Union Summit, the Doha Forum, World Malaria Day, the World Health Assembly, the GFAN family Global Week of Action and Global Meeting, the Rotary International Convention, the Kigali Summit, and the Commonwealth Heads of Government Meeting, among others. The Board leadership also participated in meetings and conversations with partners and high-level government officials in Australia, Canada, Germany, India, Kuwait, the Netherlands, New Zealand, Saudi Arabia, Singapore, the United Arab Emirates, and the United States.

## Early reflections on challenges

20. The main challenges for the Seventh Replenishment campaign were:

- a) **Challenging political and economic context:** The campaign for the Seventh Replenishment was launched in a particularly challenging context, with the world still reeling from COVID-19 and the resulting economic crisis and as Russian forces invaded Ukraine. As food and energy shortages are unfolding, the world is also facing increasingly severe climate change related events. The intersecting crises and complex economic and geopolitical environment meant that the Global Fund and partners had to redouble efforts to garner attention and mobilize the support of decision-makers. This could be achieved thanks to factors mentioned above as well as through proactive communication around the role the Global Fund plays in crises and its ability to pivot quickly and operate effectively in challenging operating environments.
- b) **Campaign timeline:** With the launch of the Investment Case during the third week of February 2022 and the Pledging Conference taking place in the margins of the UN General Assembly, the recent campaign lasted less than seven months compared to the nine-month long campaign for the Sixth Replenishment. As a result, the Global Fund often only made one visit to each major donor capital instead of having the opportunity for multiple touchpoints that are sometimes needed to make the case for increased investment, and this is not accounting for the lack of capital visits to donors during the COVID-19 pandemic. Thanks to the long campaign, many of the major donor pledges had been announced by the time the Sixth Replenishment Pledging Conference took place in Lyon. In contrast, only a handful of early commitments had been made public ahead of the New York Pledging Conference. Additionally, the Global Fund and the host had to pivot quickly to adapt the plans for the Pledging Conference following the announcement of Queen Elizabeth II's funeral on 19 September, which was the date originally set for the Pledging Conference.
- c) **Impact of exchange rates on non-U.S. dollar pledges:** The relative strength of the U.S. dollar against other currencies had a negative impact on the USD equivalent value of pledges denominated in other currencies. The difference in value of pledges announced at the Pledging Conference is USD 659 million when compared to the rate on the launch of our Investment Case on 24 February 2022.

## Sixth Replenishment pledge conversion

21. Conversion of Sixth Replenishment pledges into contributions is on track and remains a key ongoing priority. The Global Fund has signed agreements with 79% (46 of 58) of public donors as of 30 June 2022. Most public donors have signed agreements with multi-year payment schedules (42 of 46). Signed contribution agreements are in place for 91% of the value of private sector pledges. Contributions of USD 11.2 billion from public donors and USD 11.9 billion overall have been secured in cash. This robust conversion rate continues to confirm a high level of donor confidence.
22. While payment delays or defaults resulting from the COVID-19 crisis and other external factors cannot be excluded, controls and mitigations on pledge conversion have been tightened and

additional measures continue to be in place as part of the Secretariat's contingency plan. The continued support and advocacy from Board and Committee members is critical in ensuring timely pledge conversion in addition to the mobilization of advocacy partners, including civil society organizations, communities, members of parliament, and champions.

23. The Sixth Replenishment included catalytic investments supported by the private sector under the Board-approved Amended and Restated Policy for Restricted Financial Contributions ([GF/B37/DP08](#)). USD 48 million in private sector funding was committed for such purposes for the 2020-2022 period, out of which USD 25.5 million has already been paid. Supported catalytic investments, based on policy parameters, have been aligned with those approved by the Board and include support to last-mile digital health, differentiated service delivery and prevention in HIV, supply chain transformation, and integrated HIV, tuberculosis and malaria services in antenatal and postnatal care.
24. All 13 non-financial or in-kind/innovation partnerships with the private sector for the Sixth Replenishment period have contribution agreements in place and are on track for delivery, with 83% of their workplans implemented. These partnerships leverage and transfer expertise from large companies such as Microsoft, Google, Project Last Mile, Johnson & Johnson and innovative start-ups in areas such as supply chain management, patient insights, technology and data management to strengthen in-country health systems and service delivery. 70% of these partnerships include the production of knowledge and/or learning assets, and 90% of them include at least one country-based project in progress.

## **Additional resource mobilization for C19RM**

25. Funding raised for C19RM over 2020 to 2021 totaled USD 4.1 billion. In March 2022, the AFC recognized additional pledges received towards C19RM from Canada (CAD 35 million), the United Kingdom (GBP 60 million), Germany (EUR 175 million), the European Commission (EUR 150 million) and New Zealand (NZD 8.5 million), increasing the total sources of funds for C19RM to USD 4.82 billion. Additional funding was subsequently released under the U.S. pledge (USD 87 million) and a new contribution was received from Canada (CAD 100 million) at the Seventh Replenishment Conference totaling USD 164 million, bringing the total additional sources of funds available for C19RM to USD 4.98 billion following approval by the AFC during its 20<sup>th</sup> Meeting. Conversion of C19RM pledges is on track with USD 3.5 billion received as of 30 June 2022.
26. The Global Fund continues to engage in the Access to COVID-19 Tools Accelerator (ACT-A) partnership. The ACT-A Facilitation Council Financial and Resource Mobilization Working Group launched a Consolidated Financing Framework for ACT-A Agency and In-Country Needs on 9 February 2022. The document builds on ACT-A's strategic plan and budget from October 2021 to September 2022, which requires a total of USD 23.4 billion to support equitable access to COVID-19 tools. The Financing Framework, which recommends that USD 16.8 billion of the total ACT-A budget is covered by public and private donors, foresees a USD 6.5 billion share for the Global

Fund (USD 3.9 billion for diagnostics, USD 1.2 billion for therapeutics, and USD 1.4 billion for the Health Systems and Response Connector).<sup>2</sup> The overall Global Fund share is about 60% of the total grant financing ask of all non-vaccine pillars. As of 3 October 2022, pledges towards the 2021-2022 funding target now total USD 5.9 billion, counting towards the USD 16.8 billion grant financing ask.

27. With the shift to the new phase of the COVID-19 pandemic characterized by declining numbers of cases and deaths globally and reoccurring outbreaks regionally, many countries are transitioning to long-term COVID-19 control. ACT-A is currently finalizing its work plan from October 2022 to March 2023 to adapt to the changing pandemic context. The overarching objective of ACT-A's next phase of work will be to support countries as they transition to long-term COVID-19 disease control, particularly by ensuring they have equitable and sustained access to medical countermeasures needed to manage it. The Global Fund continues to be part of this unique global health partnership and is actively engaged in its current evaluation processes, capturing lessons learned and discussing the future approach to this collaboration.

## **Risk management**

28. Despite the challenging context, the risk of loss of donor support and confidence during the Seventh Replenishment campaign did not materialize, with the vast majority of the Global Fund's donors maintaining or increasing their support. The Global Fund was also able to avoid major reputational damage which could have resulted from shifting the Pledging Conference date at the last minute by acting swiftly and coordinating closely with the host country and conference participants.

29. Several factors outside of the Global Fund's control did affect the conference's outcome. As indicated earlier, the gap to the USD 18 billion target is partly due to the sharp fall in other currencies against the U.S. dollar. In addition, and for various reasons unrelated to the Global Fund's value proposition, a few key donors, including the United Kingdom and Italy, were not able to pledge at the time of the conference. At this stage, the Global Fund has also not yet mobilized sufficient pledges from donors other than the U.S. to unlock the full USD 6 billion U.S. pledge.

30. Over the course of October, the Secretariat is continuing work to secure pledges from missing donors to determine available funds for the next grant cycle in time for the November Board Meeting and to communicate country allocations by the end of 2022. However, even with strong pledges from those donors unable to announce in New York, it is unlikely that the USD 18 billion target will be achieved in time for allocation decisions.

31. The Secretariat needs to sustain ongoing resource mobilization efforts as the last few years demonstrated such activities are not to be constrained by the replenishment process and should continue as circumstances change both globally and in donors' national contexts. To ensure stability in our resource mobilization efforts, it is critical to continue actions to mitigate the major fundraising

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<sup>2</sup> It is important to note that as the ACT-A coordinating agency for the diagnostics consortium, the total procurement budget for diagnostics is attributed to the Global Fund.

risks that have emerged and sharpened during this replenishment process. Such actions include the need to:

- a) **Ensure strong and close relationships with donors at all times**, constantly showing and proving to them the added value of the Global Fund model, and the importance of multilateral investments, country and community ownership and voice, and evidence-based and cost-effective interventions.
  - b) **Ensure strong and bipartisan/multiparty commitment in parliaments** given the political volatility in donor governments.
  - c) **Have an adequately funded and engaged advocacy network** that can provide game-changing and credible advocacy targeted at donors.
  - d) **Sustain a recognizable and valued brand and continue to deliver clear communications** that provide the space for donor leaders to make extraordinary commitments for global health.
  - e) **Create opportunities for innovative and non-traditional partnerships with the private sector** that enable key initiatives to progress and lay the groundwork for major scale-up of novel approaches and solutions.
32. As in previous replenishments, the Secretariat will undertake a post-conference review of the risks and mitigation measures deployed throughout the campaign with the objective of identifying potential areas for improvement. A more detailed analysis and lessons learned will be presented as part of future discussions with the AFC and the Board.

## Next steps

33. Over the coming weeks and months, the Global Fund will continue to engage with donors who were not in the position to pledge at the Pledging Conference to secure additional commitments. The Global Fund will also undertake a more in-depth analysis of the replenishment outcomes and compile and disseminate lessons learned. Another key focus area will be laying the groundwork for the conversion of Seventh Replenishment pledges by putting in place contribution agreements with donors, for the most part with multi-year payment schedules.

# Annexes

## Annex 1 – Relevant Past Documents & Reference Materials

1. Update on resource mobilization presented for information to the 47<sup>th</sup> meeting of the Global Fund Board ([GF/B47/21](#))
2. Update on resource mobilization presented for information to the 46<sup>th</sup> meeting of the Global Fund Board ([GF/B46/20](#))