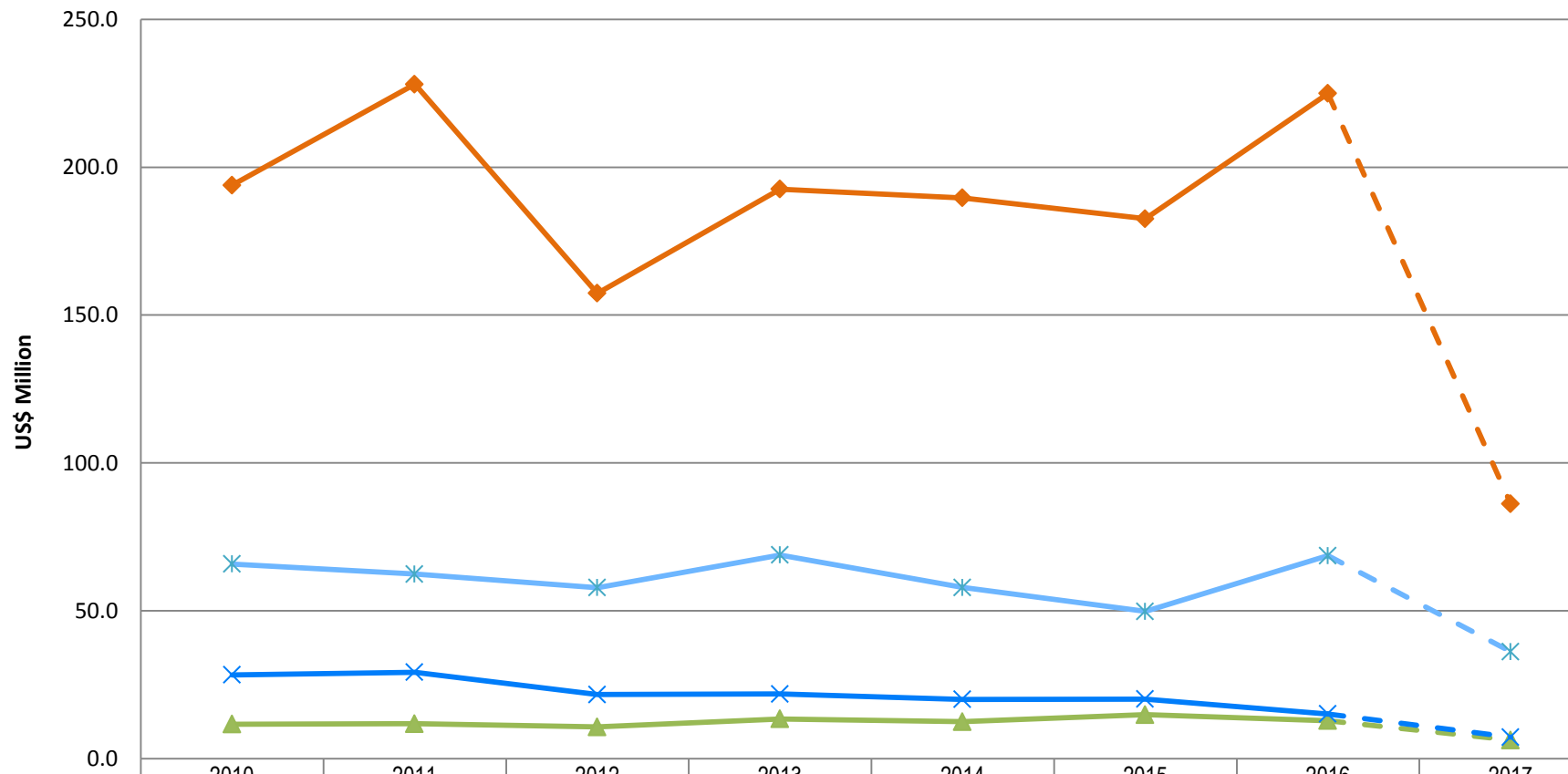


donor relations and income

- financial update
- donor satisfaction survey
- donor website
- way forward

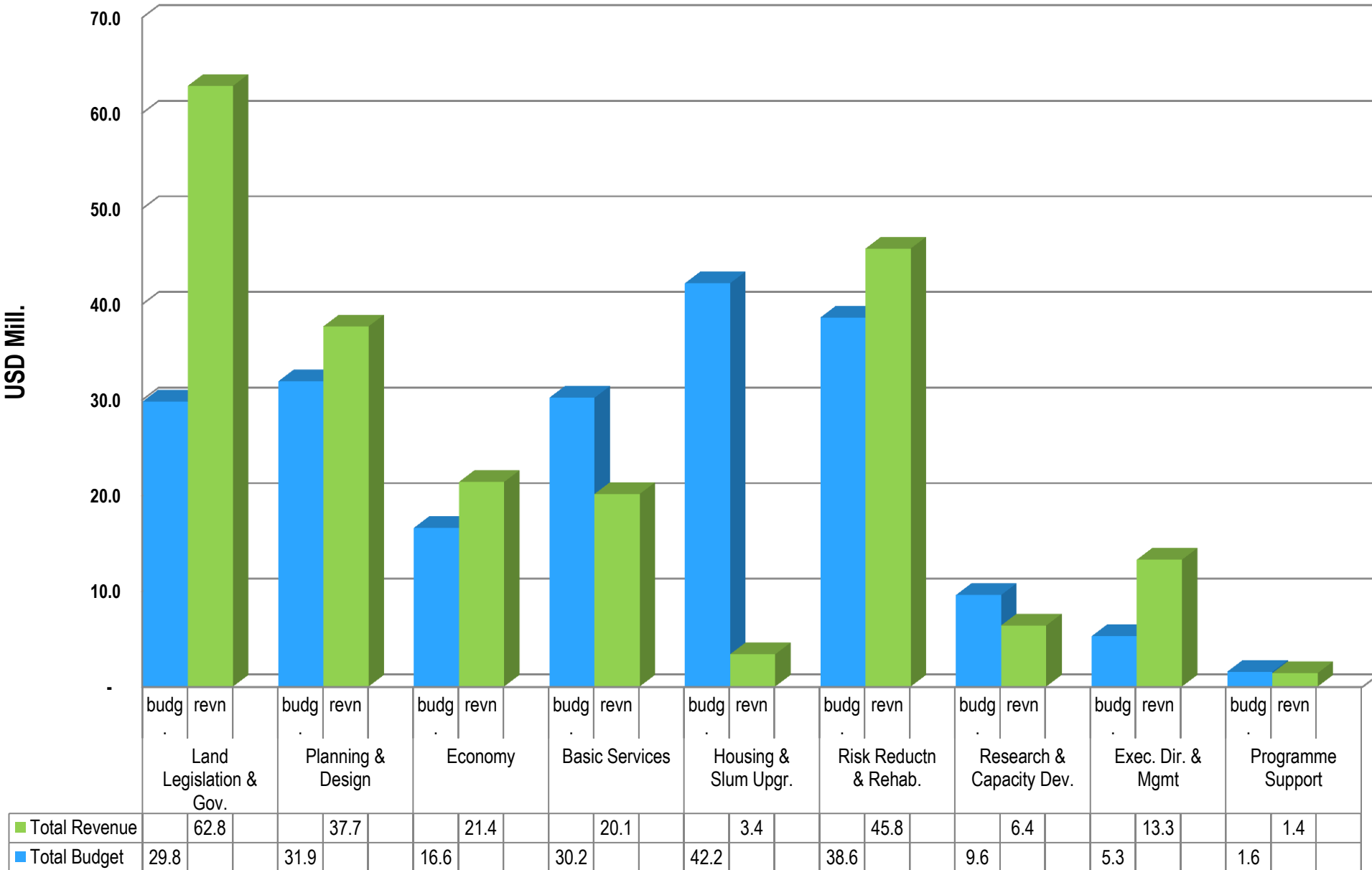
Financial update: revenue by fund from 2010 to August 2017



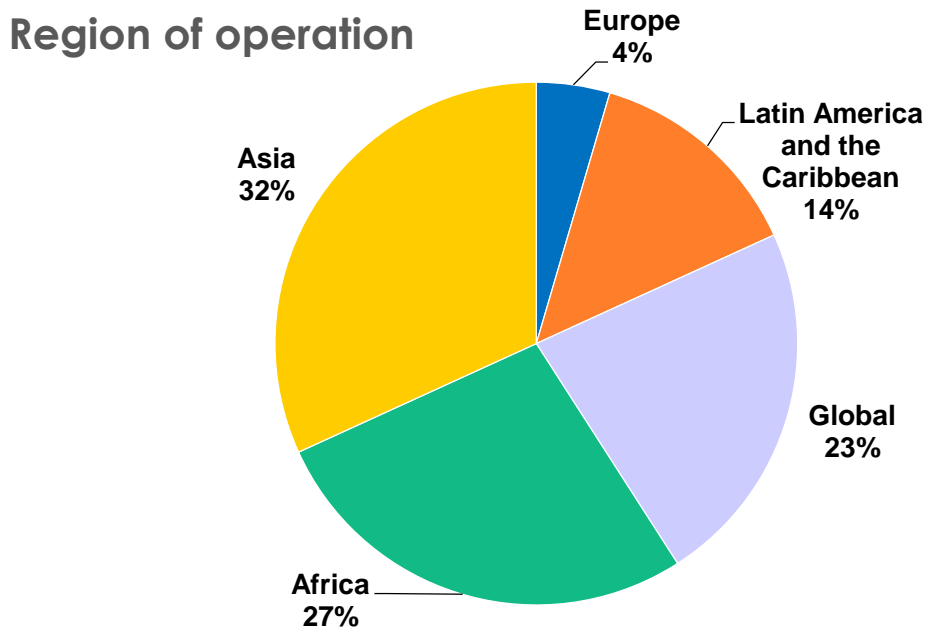
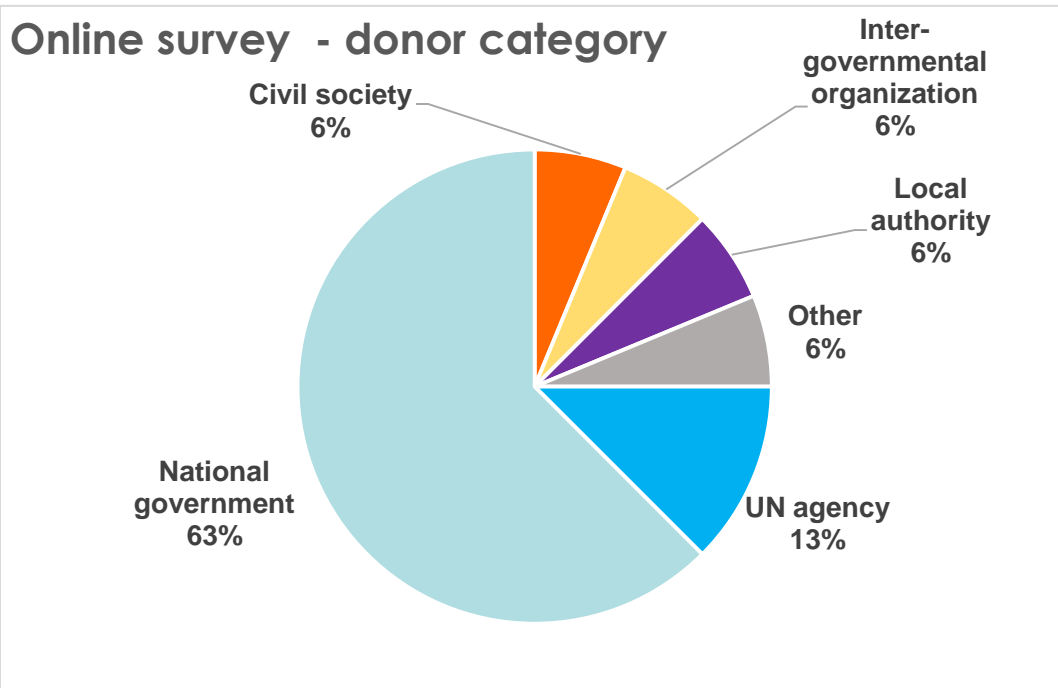
| | | | | | | | | |
|----------------------------|-------|-------|------|-------|-------|-------|-------|------|
| Technical Cooperation | 128.1 | 165.6 | 99.5 | 123.7 | 131.8 | 132.8 | 156.3 | 50.0 |
| Foundation Special Purpose | 37.5 | 33.2 | 36.1 | 47.0 | 37.8 | 29.6 | 53.5 | 28.9 |
| Foundation General Purpose | 16.7 | 17.4 | 10.9 | 8.4 | 7.6 | 5.3 | 2.3 | 1.0 |
| Regular Budget | 11.7 | 11.8 | 10.7 | 13.4 | 12.5 | 14.9 | 12.8 | 6.3 |

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|----------------------------|-------|-------|------|-------|-------|-------|-------|------|
| Technical Cooperation | 128.1 | 165.6 | 99.5 | 123.7 | 131.8 | 132.8 | 156.3 | 50.0 |
| Foundation Special Purpose | 37.5 | 33.2 | 36.1 | 47.0 | 37.8 | 29.6 | 53.5 | 28.9 |
| Foundation General Purpose | 16.7 | 17.4 | 10.9 | 8.4 | 7.6 | 5.3 | 2.3 | 1.0 |
| Regular Budget | 11.7 | 11.8 | 10.7 | 13.4 | 12.5 | 14.9 | 12.8 | 6.3 |

2016: annual earmarked budget vs. revenue by subprogramme



Donor satisfaction survey - respondents



In-depth interviews

Brazil – GC delegate

China

Egypt

European Commission / Union

Ghana

Iran

Japan

Kenya

Korea

Norway

Russian Federation

South Africa

Spain

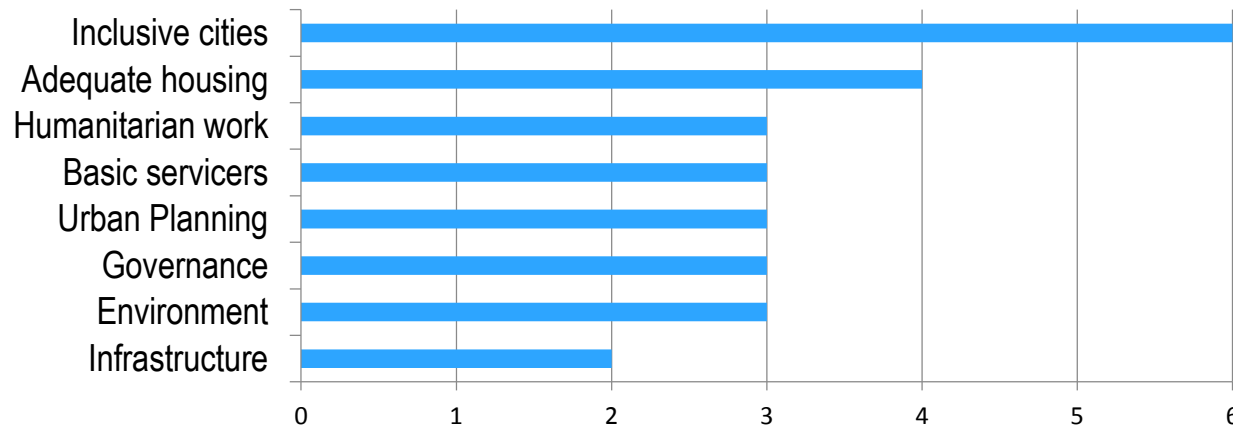
Sweden

Switzerland

United States

Donor satisfaction survey – priority areas

Donors' top priority areas – online survey



Target countries

- African countries
- Low income countries
- Fragile states
- Political links
- Historical links
- Economic links

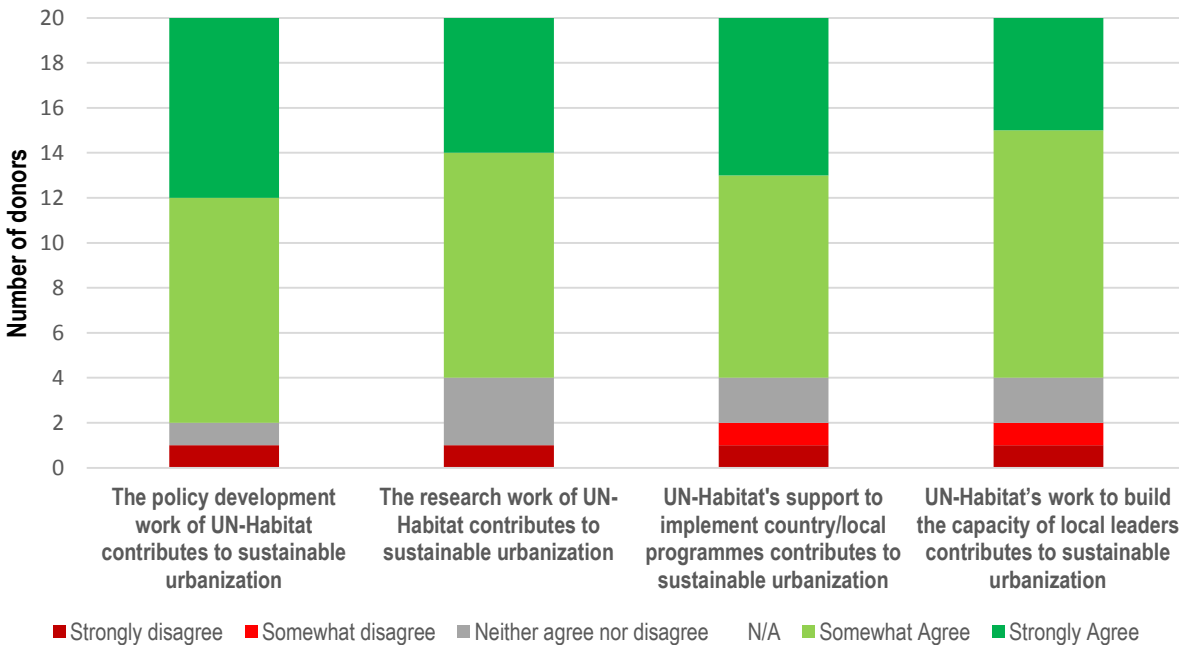
High income countries

Low income to upper middle income countries

| | |
|---|---|
| Humanitarian work | Urban planning |
| Environment | Rural development |
| Health | Infrastructure: water, sanitation, transport, electrification |
| Gender | Housing |
| Sustainable Development Goals | Safety and security |
| Water and sanitation | Social inclusion |
| Housing, security, planning, education, democracy | Youth |
| | Priorities in national development strategies |

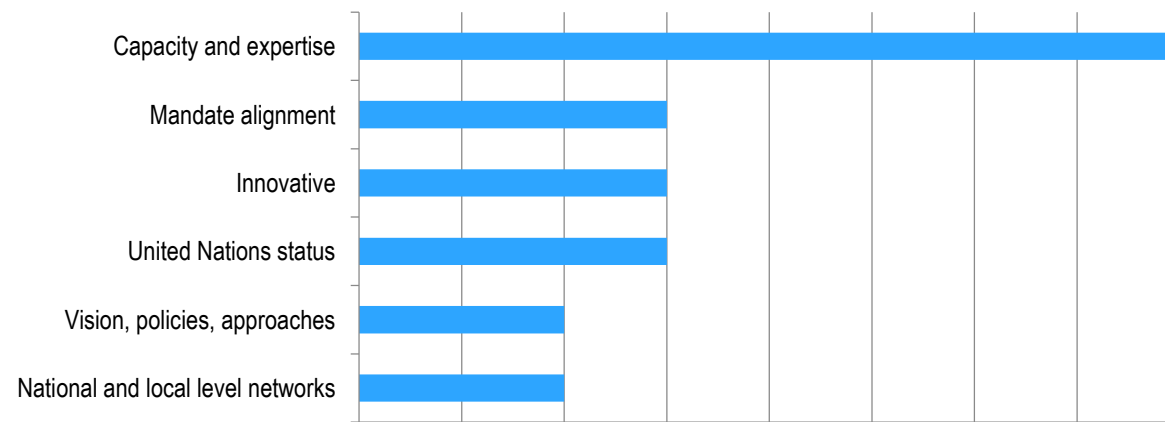
Donor satisfaction survey – why UN-Habitat

UN-Habitat's added value



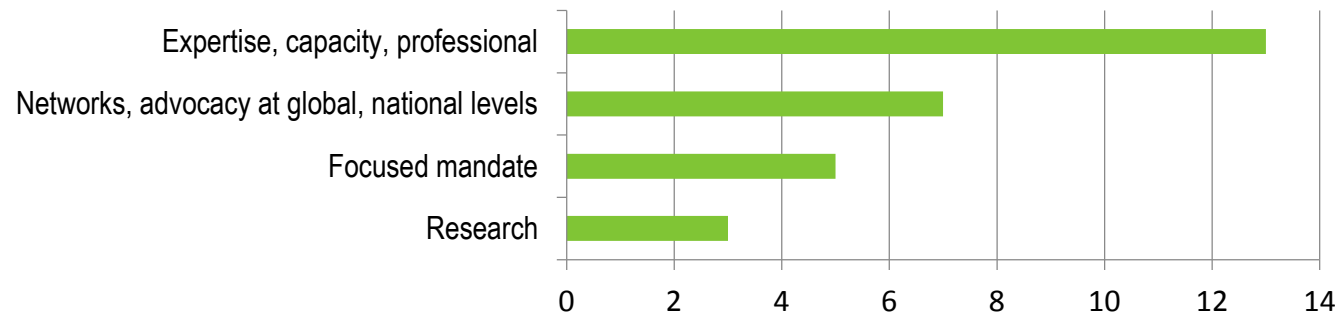
- official partner
- recognized lead role in thematic area
- good track record
- contributes to donor programmes
- UN agency status
- recommended by key partner
- performance in independent assessments

Top reasons for working with UN-Habitat

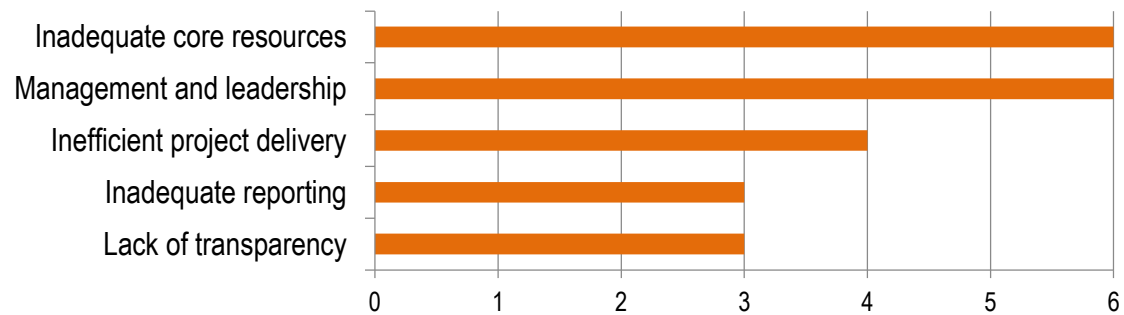


Donor satisfaction survey – strengths, improvements

Main strengths of UN-Habitat



Perceived weaknesses of UN-Habitat



Strengths

Areas for improvement

| | |
|--|--|
| Important mandate, clear niche | Inadequate core resources |
| Technical expertise, professionals, pioneer thinking | Clear linkage with wider context: SDGs |
| Good operational work | Control systems, transparency, accountability, trust |
| Appropriate size and structure | Small size attracts low level of contributions |
| Relations with different types of partners | Communicating results |
| Integration of normative and operational work | Efficiency of operational programmes |

Donor satisfaction survey – recommendations

| Recommendation | Frequency of recommendation |
|--|-----------------------------|
| MANDATE | |
| Clarify UN-Habitat's niche and competitive advantage | Medium |
| Strategic relationships with donors where mandates are aligned | Medium |
| EFFICIENCY | |
| Align administrative procedures with delivery model in country programmes | High |
| Improve consistency of processes, policies and procedures | High |
| FINANCIAL | |
| Strong financial base for organization's core functions | High |
| Transparency and financial reporting on usage of core and earmarked funds | High |
| COMMUNICATION | |
| Communicate consistently and widely about the impact of UN-Habitat's work | High |
| Consistent quality and timely reports on programmes and strategic plan | High |
| MANAGEMENT | |
| Management, leadership, internal consensus, coordination, staff motivation | High |
| OTHER | |
| Improve geographical coverage of operational programmes | Medium |
| Improve coordination with countries and other international agencies | Medium |
| Involve nationals of donors in UN-Habitat's programmes | Medium |

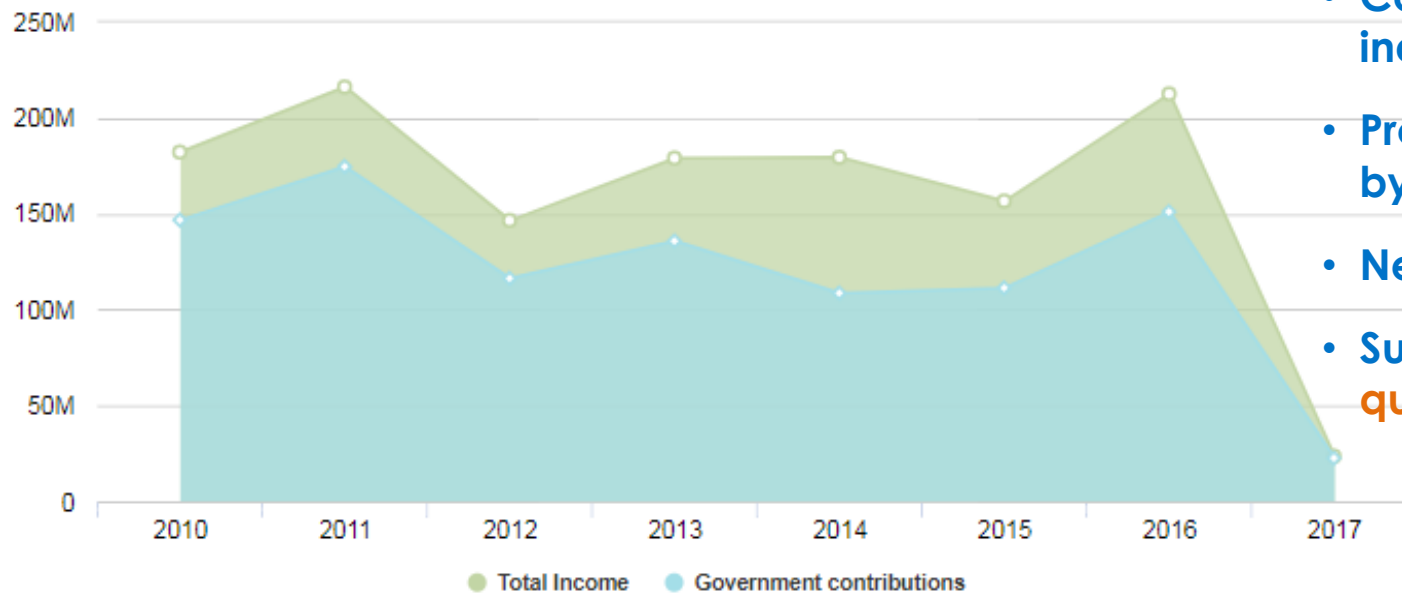
Donor website – unhabitat.org/donor-relations

DONOR RELATIONS FINANCIAL OVERVIEW GOVERNMENTS OTHER DONORS PROGRAMMES

2010 2011 2012 2013 2014 2015 **2016** 2017

Government Donors Other Donors Income Sources Income Distribution

Total Income
US\$ million



- Financial overview
- Contribution history for individual donors
- Programmes supported by each donor
- New features coming...
- Supplemented by quarterly donor newsletter

| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 |
|--------------------------|--------|--------|--------|--------|--------|--------|--------|-------|
| Government contributions | 146.8M | 174.7M | 116.4M | 136.0M | 108.7M | 111.5M | 151.2M | 22.8M |
| Total contributions | 182.3M | 216.2M | 146.6M | 179.1M | 179.5M | 156.7M | 212.6M | 23.7M |

In progress and way forward

Strategies

Donor Relations and Income Strategy for 2018-19

- SDGs and New Urban Agenda
- high level panel report and subsequent discussions
- collaborative framework, partnerships to leverage funding

Financial base

- Multi-partner Implementation Facility for Sustainable Urban Development
- Other multi-donor trust funds
- Multi-year framework agreements
- Continuing work on broadening core contributions base

Relationships

- Strategic relationships with donors for aligned priorities
- Policy and procedures for coordinated contacts with donors
- Enhanced donor reporting: specific projects, strategic plan
- Systematic timely receipting and acknowledgement of funds

Tools

Donor Information System

- Coordinated donor contacts
- Donor profiles
- Opportunities
- Proposals
- Monitoring contribution grants
- Quality timely consistent reports to donors

Web training on fund raising for all offices

Thank you

UN**HABITAT**
FOR A BETTER URBAN FUTURE