

# Annex A - Private Sector Partnerships Highlights

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# 1

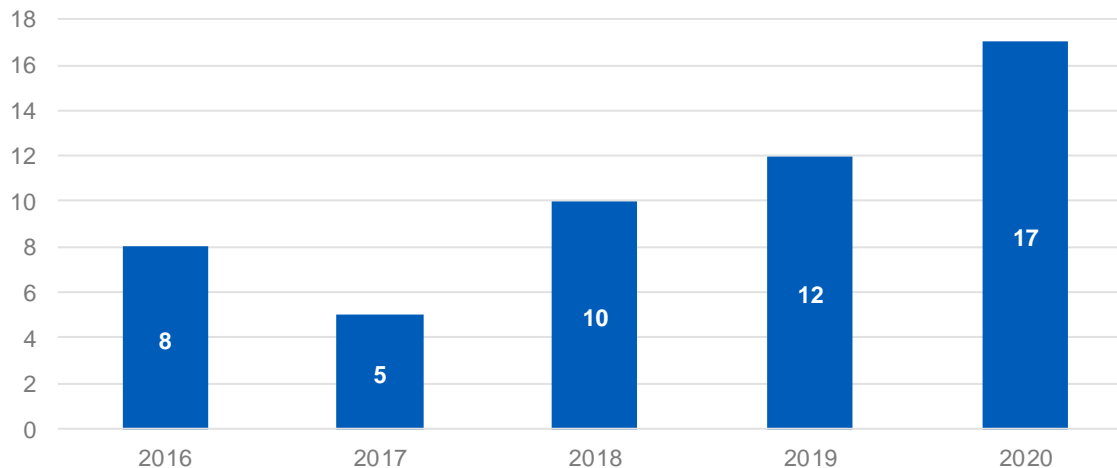
## Overview of Gavi's Private Sector Partnerships (2016-2020)

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# Gavi's mandate resonates with private entities desire to contribute to social good.

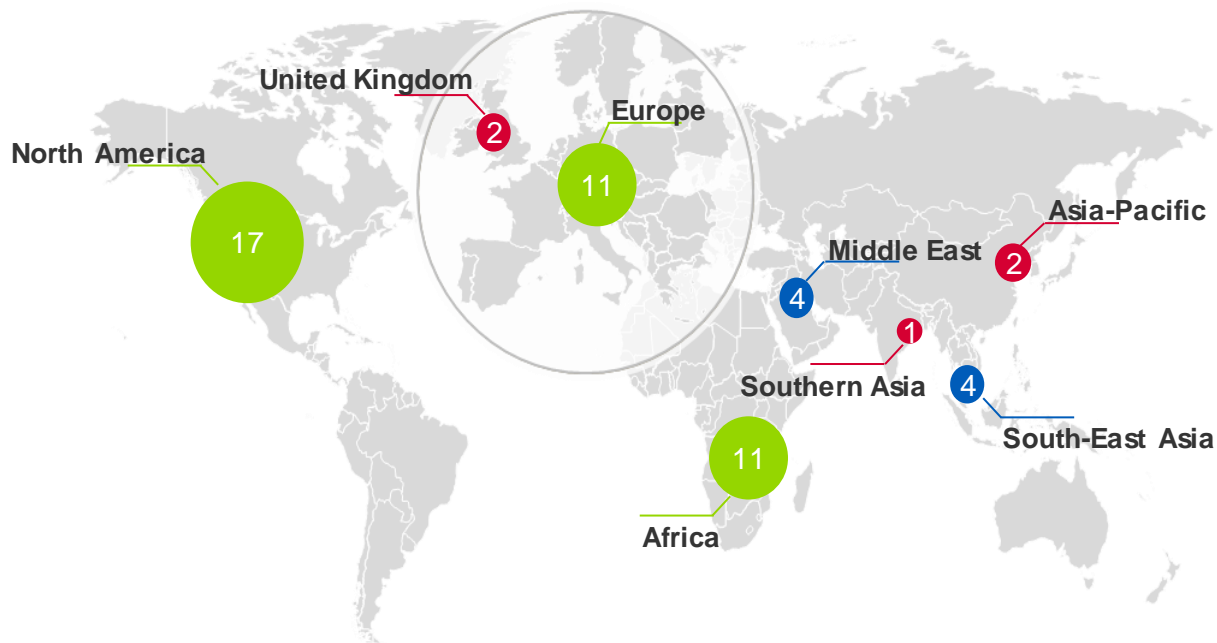
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52 partnerships were concluded over the 2016-2020 period.  
The graph below shows the number of partnerships secured per year



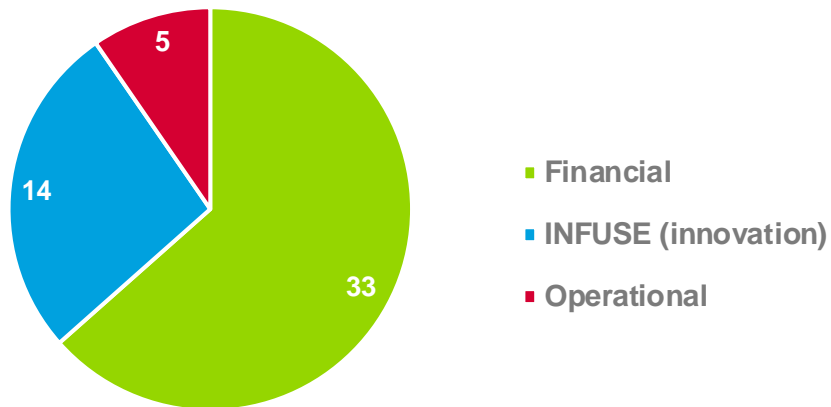
# Worldwide partners providing catalytic support

Number of partnerships by geographic region/country of origin from 2016 to 2020



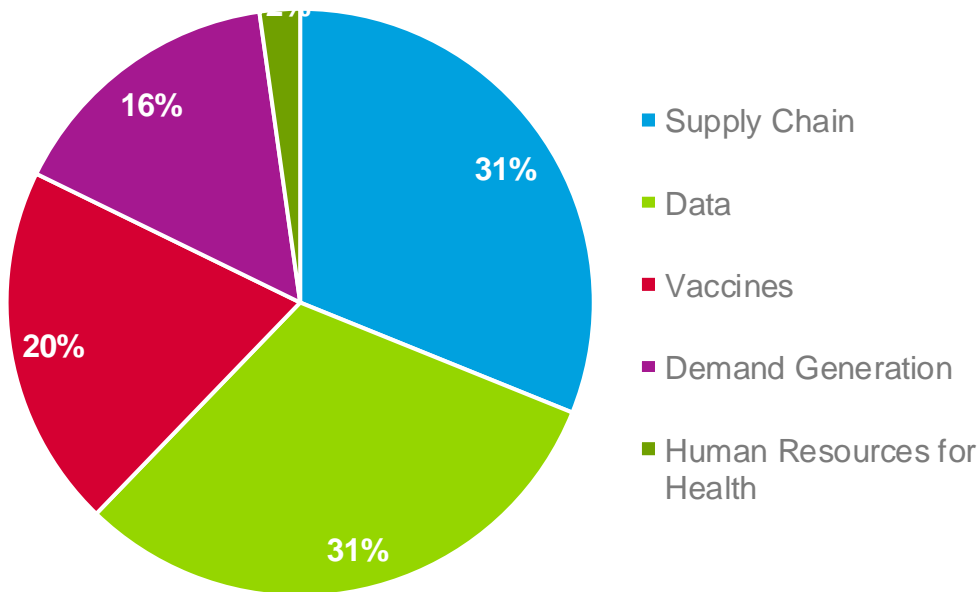
# Private sector partners provide investment, advocacy, expertise and innovation

Number of partnerships by engagement modalities from 2016 to 2020



# Engagement aligned with Gavi 4.0 strategy and priorities.

Number of partnerships per Gavi strategic focus area over 2016-2020



# Global footprint of Gavi's private sector partnerships

Number of partnerships deployed in implementing countries in 2016-2020



# 2

## Overview of the COVAX AMC partnerships

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Since its launch in June 2020



# The private sector has an important role to play in the global effort for COVID 19 vaccines

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## Additional resources

US\$435 million raised to date from non-sovereign donors for the COVAX AMC from multiple sector donor ranging from leading foundations, technology and financial institutions.



## Diversification

Corporations, foundations, and philanthropists, such as Reed Hastings, Patty Quillin, Mastercard and TikTok stepped up at a crucial time and pledged additional funding for COVAX, catalysing additional funding.



## Continued Support

Existing private sector investments and projects have quickly pivoted to support Gavi's response to COVID-19. From ensuring the efficient delivery of vaccines, supporting front line health workers, building demand for immunisation, and using digital platforms for rapid decision making.

# COVAX AMC Donors: US\$435 million raised

\*FX Rates as of June 2<sup>nd</sup>, 2021

Donors	Partnership size
Aercarp Ireland Limited	100,000
Allen & Overy Foundation	69,543
Alight Solutions*	250,000
Analog Devices Foudation*	2,500,000
Anonymous Donors	42,000,000
Asia Philanthropy Circle*	1,500,000
Bill & Melinda Gates Foundation	206,250,000
Blackberry*	151,159
Cisco*	5,000,000
Centene Charitable Foundation*	250,000
Coca-Cola Foundation*	500,000
Epiroc AB*	232,714
Gates Philanthropy Partners	18,000,000
Google.org*	5,000,000
KS Relief/Gamers Without Borders	27,297,500
Mastercard*	32,000,000
Mc Hugh O'Donovan Foundation	100,000
Medline International	23,948
Nikkei Inc.	53,027
PagerDuty*	200,000
Pratt & Whitney*	100,000
Portuguese Private Sector	1,832,257

Donors	Partnership size
PPL	13,733
Procter & Gamble*	5,000,000
Reed Hastings and Patty Quillin	30,000,000
Russell Reynolds Associates*	109,993
Salesforce*	509,993
Seadream Family Foundation	1,000,000
Shell	10,000,000
Soccer Aid	4,242,300
Stanley Black & Decker*	1,000,000
Spotify*	500,000
Thistledown Foundation*	4,138,500
TikTok*	5,000,000
Toyota Tsusho	905,305
TransferWise	5,000,000
Twilio*	10,000,000
UBS Optimus Foundation*	1,500,000
Vaccine Forward Initiative	1,543,819
Visa Foundation*	4,500,000
Walter de Gruyter GMBH	82,566
WHO Foundation-Go Give One Campaign	6,000,000
Workday Foundation*	100,000
Other Private Sector	107,050

# 3

## Examples of private sector partnerships

# La Caixa Foundation

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## ***Accelerating vaccines introduction***

Since joining Gavi in 2008, the 'la Caixa' Foundation, the philanthropic arm of Spain's leading savings bank, has made significant financial co-investments to purchase vaccines for children in Gavi-supported countries. The foundation's investments have been matched by the Bill & Melinda Gates Foundation through the Gavi Matching Fund to bring the total amount to over US\$ 50 million. The partnership also engages 'la Caixa's' 26,000+ member employee group, as well as the bank's 400,000+ corporate depositors and more than 11 million individual account holders, building the company's reputation and increase employee and customer engagement. 'la Caixa' has also created the Business Alliance for Child Vaccination, a group of more than 140 Spanish businesses, which has raised funds for Gavi programmes. Through its partnership with Gavi, the foundation has established itself as a leader in Spain reducing child deaths in poor countries.

# Citibank

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## ***Supporting COVAX***

In November 2020 Gavi appointed Citi as financial advisor for the COVAX Facility. Citi has been providing Gavi with expert advice on structures to mitigate sovereign, credit and operational risk as the COVAX Facility fulfils the pooled procurement and equitable distribution of safe and effective COVID-19 vaccines from multiple pharmaceutical manufacturers to COVAX self-financing participating economies. In its role as advisor, Citi has been advising and assisting in finding risk mitigation and execution strategies in connection with the Facility, including its operationalisation and maintenance. As part of this partnership, in 2021 Gavi and Citi executed a set of innovative sovereign risk mitigation solutions covering 30 countries, through transactions with the US Development Finance Corporation and with commercial providers through Marsh, an international insurance broker. The Gavi-Citi partnership and transactions are helping safeguard Gavi resources.

# Unilever

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## ***Demand generation***

As Gavi is supporting the government of India to scale vaccination, the partnership leverages Unilever's expertise in behaviour change, marketing capability and involvement in the 'water, sanitation and hygiene' (WASH) agenda, as well as its financial support. It also draws on Gavi's health system strengthening investments and networks to deliver behaviour change interventions and promote the benefits of vaccination, handwashing with soap and good hygiene. This partnership has helped reach 2.5 million people.

# UPS

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## ***Building resilient supply chains***

Since 2014, UPS and UPS Foundation have supported Gavi's mission, from providing funding, secondments, technical expertise, and expanding delivery of vaccines to the last mile. Working at Gavi and across the Alliance, and in Ghana, Rwanda, Uganda, and Pakistan, this partnership has demonstrated the ability to industry leaders to align strategic interests to Gavi's wider mission. UPS helped create the Strategic Training Executive Program (STEP) programme, aimed at boosting supply chain manager operational know how across Gavi implementing countries, enhancing capacity. The programme has now been scaled by the IFPW Foundation across 13 countries, and trained over 300 supply chain managers.

# Zipline

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## ***Last mile delivery by drone***

In 2016, Gavi supported California start-up Zipline to establish a groundbreaking drone delivery network in Rwanda. The network, which was then replicated in Ghana in 2018 with catalytic funding and support from Gavi and partners, had been delivering essential medicines, blood, and crucially vaccines. As COVID 19 infections began to rise, Zipline quickly pivoted to deliver PPE to healthcare workers and supported COVID 19 test sample delivery. With additional support from the UPS Foundation, Zipline's autonomous drone technology has now been used to deliver up to 2.5 million COVID-19 vaccines to health facilities in Ghana, ensuring a safe and efficient on demand delivery service.



# 4

## INFUSE

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# What is INFUSE (Innovation for Uptake, Scale and Equity in Immunisation)

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## FUELING PRIVATE-PUBLIC PARTNERSHIPS

INFUSE is forging multi-leveled partnerships to introduce promising innovations into alliance countries. By bringing together cutting-edge innovations with seasoned industry leaders and in-country implementers, INFUSE partnerships are laying the foundation for sector transformation.



## ENGAGING ENABLERS

Through the annual call, INFUSE is engaging Gavi leaders, private sector partners, and strategic investors to learn about new innovations, and connect them to challenges in vaccine delivery. This community is bolstering support for new ways of working across the vaccine space - from funding, to guidance, to adaptation and scale.



## SUPPORTING INNOVATORS TO SCALE

INFUSE is helping to smooth market entry into the vaccine space for pacesetters and innovators. As more and more companies implement their solutions in Gavi countries, we're shining light on the market potential.

# Footprint of today's INFUSE community



**>70 LEADERS**

dedicated to scaling solutions to reach all children with life-saving vaccines

**21 PACESETTERS**

who are leading the way with technologies and approaches that – if scaled – in Gavi supported countries can have significant impact.

**14 COUNTRIES**

solutions in supply chain, data, demand and delivery in alignment with country demand

# Every year, a new focus for INFUSE

**2016**

**Improve data availability, quality & usage**

In its inaugural year, INFUSE 2016 call for innovation was to help Gavi-supported countries overcome barriers to vaccine delivery by accelerating access to innovations designed to improve data availability, quality & usage.

**2017**

**Coverage & Equity**  
(on both the S&D side)

INFUSE 2017 called for tech-enabled, proven innovations that promote immunisation uptake and improve health-service delivery in developing countries. The aim was to address equity challenges, help reach and protect the under-immunised – whether low-tech or high-tech, whether addressing supply or demand issues

**2018**

**Identification & Registration**

Leveraging digital technologies for finding, identifying & registering the most vulnerable children to ensure a healthier future

**2019**

**Accelerating immunisation coverage for rapid urbanisation challenge**

In 2018, 55% of the world's population lived in urban settings. Gavi's mission is to ensure that every child is immunized with basic life-saving vaccines, no matter where they live, especially for the growing urban population.



70 applications received



7 INFUSE Pacesetters



3 projects deployed



1 project re-assessed



100 applications received



7 INFUSE Pacesetters



4 projects deployed



1 project re-assessed



200 applications received



4 INFUSE Pacesetters



2 projects deployed



1 project re-assessed



110 applications received\*



3 INFUSE Pacesetters



2 projects deployed

\* Call for proposals launched through OpenIDEO

# 2017: a turning point for INFUSE contributions

In USD millions

